

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

MARCH 1, 1958



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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the April 1 issue will close Friday, March 7.

Forms for the April 15 issue will close Friday, March 28.

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Editorial

MODERN DESIGN

Some designers of plantings for the modern types of houses seem to think that, since they may no longer frame the building in large trees and shrubs as in the case of the square or oblong 2-story edifice, they can discard the old principles and forms, as is done in jazz music or impressionistic painting in the name of modernity. So long as the designers keep the large specimens away from the 1-story house, they think that the low-growing plants, beds of annuals or paved areas can be scattered here and there at will. The result is what might be expected, no design at all, and certainly no pleasing picture either to the homeowner or to the passerby.

In the planting of our new homes, one should remember that the object is the same as ever, to beautify what otherwise would be bare and angular structures of wood, brick or stone. There is just as much reason as in former days to apply plants to the facade and the sides of the house, so that it will not present bleak areas to those approaching it. The most important change, probably, is the fact that the picture of importance to the homeowner is not so much that which he faces on entering the house, but that which he views from the interior through the so-called picture window. This calls for no startling or spectacular groups of plants, except on home grounds of large size, but rather a pleasing outlook onto an area which formerly was a stretch of lawn, a hedge or a fence.

Driveways, patios and utility areas are given more consideration in treatment by the landscape designer than they were in the old days, but an attempt at variety should not be allowed to result in formlessness.

Landscape architects and plantmen have lectured about the use of materials against the sides of the

1-story house, and emphasis has been placed on smaller plants, ground covers, espaliers and in some cases topiary plants. But the change to different types of plants in the design of home grounds calls as much as ever for the observation of principles that produce beauty that pleases the public taste. That is the basis of all art, and it requires effort to achieve. The attempt in modern design to produce an effect on the grounds of the home of today that will be pleasing both to the occupant and to those who pass is still a challenge to be met fully.

READY CASH

Although business mortality in the nursery field was insignificant last year, the number of failures in other industries and mercantile lines increased considerably. Most important among the causes of such failures, it is reported, was the lack of cash available for current operations. When sales diminished in volume, rent, payroll, cost of merchandise and other expense items remained the same or nearly so. Particularly if collections slowed up, cash on hand diminished, so that eventually the enterprise was either forced to suspend operations or to make a settlement with creditors. While they did not suffer such misfortune, there is a lesson for nurserymen in this.

It is the custom of retail salesyards and garden stores to stock up on plants and other merchandise early in the year to prepare for a big spring business. This year, it is anticipated, will bring no exception to this rule. Sales are expected to be as large as ever, with home building continuing at a high level and gardening increasing in public interest all the time. Yet there is the possibility that public spending will not be so easy or so liberal, especially if unemployment increases and the newspapers continue references to a depression or recession. If sales are made on credit, collections may not be so easy, particularly in view of the high public debt in the form of home mortgages and installment buying of home appliances and other items.

If the retail nurseryman is alive to this possibility, he will watch his weekly or monthly statements closely to see whether sales are maintained or whether he needs to make more effort in merchandising. He will also watch the current bank account to

see if he is maintaining the ready cash to pay current expenses and meet his bills when due.

The day is past when the retailer was able to push onto the wholesale nurserymen the responsibility for his investment in merchandise. Deferred settlement dates are no longer looked upon with approval. Monthly invoices are expected to be paid when due.

This word of caution is accompanied by no feeling of pessimism with regard to the outlook for the nursery industry, for the factors involved seem to be as effective as they have been in promoting an excellent outlook for sales. But experiences in other industries provide a lesson, and the retail operator who watches closely where he is going will usually get there safely and not come to grief for lack of foresight.

HOUSE STYLES

Growers of nursery stock are well aware of the change in demand for plants, the smaller-growing types being desired for ranch-style houses. To what extent these dominate new house styles was recently indicated in the report that about 90 per cent of today's new homes are of the 1-story type. Only 6 per cent are of the split-level type and 4 per cent are of two stories, although more interest is reported lately in 1½-story and 2-story homes.

It will not do to plant small sizes of tall-growing evergreens and large-growing shrubs about these 1-story homes. If that is done, we shall have a widespread repetition of the doorways planted early in this century, when large-growing evergreens were massed at either side of the entrance, ultimately to grow to the roof and hide the windows, if not the house itself. Production of low-growing types of shrubs and evergreens is needed widely, not just discussion of them.

DURING the annual meeting of the Horticultural Society of New York, Joseph J. Lane, House & Garden magazine, New York, N. Y., was presented the Tessie K. Scharps memorial life membership award. The citation was presented by George Avery, Jr., director of the Brooklyn Botanic Garden, in recognition of Mr. Lane's "outstanding leadership in horticulture." Mr. Lane is the fifth person to receive the Scharps memorial award.

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Officers of the New England Nurserymen's Association named at the Boston convention: Left to right, Erwin W. Whitham, secretary; Harold Stevenson, president; Harry K. Eastman, vice-president; Alfred L. Angel, treasurer; William Vittner, executive committee member, and Robert Kempenaar, retiring president and new executive committee member.

New England Convention at Boston

Educational Program Featuring Six Round Tables and Varied Reports Heard

Registration at the 47th annual convention of the New England Nurserymen's Association held February 4 to 6 at the Hotel Kenmore, Boston, Mass., reached the 300 mark. Highlighting the gathering was the educational program staged all day Wednesday, February 5, which included a talk on dwarfing fruit trees, as well as six simultaneous round-table discussions. The general topics covered were entomology, merchandising, advertising, landscaping, propagation and nursery practices. A summary of the discussions appears on the following page of this issue. The first and last days of the meeting were devoted to association business, plus informative talks by officials of the American Association of Nurserymen.

Election

Elevated to the position of president for the coming year was Harold D. Stevenson, Harold D. Stevenson Landscape Service, Rockland, Mass. Chosen as vice-president of the association was Harry K. Eastman, Western Maine Forest Nursery Co., Fryeburg, Me. Remaining as secretary is Erwin Whitham, E. W. Whitham Sales Agency, Andover, Conn., and continuing as treasurer is Alfred L. Angel, C. Hoogendorn, Nurseryman, Newport, R. I.

The executive committee for the coming year is Robert Kempenaar, Boulevard Nurseries, Newport, R. I.; William Vittner, Vittner's Gardens, Manchester, Conn., and Milford V.

Lawrence, H. V. Lawrence, Inc., Falmouth, Mass.

Delegates to the A. A. N. convention at Dallas, Tex., with terms expiring in 1960, are Harold Stevenson; Hendrik Verkade, Jr., Verkade's Nurseries, New London, Conn., and Palmer W. Bigelow, Jr., Bigelow Nurseries, Northboro, Mass. Alternates with terms also expiring in 1960 are Jack Brownell, the Rhode Island Nurseries, Newport, R. I.; Edward Pagliarini, Bigelow Nurseries, Northboro, Mass., and Dick Van Heiningen, Van Heiningen Nursery, Deep River, Conn.

Selected as the site for the summer meeting of the N. E. N. A. on August 20 was Adams Nursery, Inc., Westfield, Mass. It was announced at the meeting that the board of directors of the association has agreed that the N. E. N. A. will pay one half the cost of the summer meeting, above the registration fee, up to \$500. It was pointed out that the host nursery has had to pay from \$600 to \$1,000 out of its own pockets in past years.

During a business session, a motion was passed to authorize the executive committee to plan a program for a New England night at the A. A. N. convention to be held at Philadelphia, Pa., in 1959.

Opening Session

After gathering at a social hour, courtesy of the Rhode Island Nurseries, the members heard a report from Washington, D. C. by Curtis

Porterfield, A. A. N. secretary, immediately after a luncheon. Explaining activities and services of the national organization, he talked on the highway program, the wage and hour problem, expensing of nursery liners, the fair trade practice rules, the A. A. N. group insurance program and the various bulletins released to the members. He called attention to the national convention to be held at Dallas, Tex., July 19 to 24.

President Kempenaar returned to the rostrum to deliver a short address, thanking his committees and other officers for their cooperation during his term of office. He pointed out to the membership that the N. E. N. A. is lacking in publicity, for the public is not informed as to what New England nurserymen or the association are doing.

Having completed six years as secretary of the N. E. N. A., Mr. Whitham presented comparative figures in his secretary's report to illustrate the growth of the association between 1952 and 1957. In 1952 the association listed 100 active members and nine associate members. Today, he said, there are 190 active and 41 associate members. In 1952 the convention yearbook included 48 pages, with 20 pages of advertising; the current booklet numbers 88 pages, with 38 pages of advertising, he pointed out.

Delivering the treasurer's report, Mr. Angel announced that the net worth of the association had in-

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New England Convention

Round-Table Discussions, Feature of Education Day

Highlighting the second day of the New England Nurserymen's Association convention held at the Hotel Kenmore, Boston, Mass., February 5, was the educational program. Harold D. Stevenson, Harold D. Stevenson Landscape Service, Rockland, Mass., served as chairman and moderator and called attention to the landscape plans and models for a colonial and modern house by students of the landscape department of the University of Massachusetts, and to the model of a modern garden by students of the landscape department of the University of Connecticut. Later in the day a check for \$25 was presented to each university's landscape department for its contributions.

Dwarfing Trees

Heard with interest was an illustrated talk delivered by Dr. Karl Sax, professor of botany and plant breeding, Arnold Arboretum, Jamaica Plain, Mass. His subject was "Dwarfing Fruit Trees." Dr. Sax related that the dwarfing of fruit trees has been going on for about 400 years. Malling stocks, he said, are temperamental; so others have been tried. *Prunus tomentosa*, or Nanking cherry, will not serve as understock for all peaches and plums, said Dr. Sax, but it is good understock for many. Interstocks, he related, are

used by many nurserymen in this country. To dwarf trees, the bark can be taken off at the base of a tree and turned upside down and then bound on. In 10 days it will heal. Dr. Sax also showed pictures of trees which had been dwarfed by tying a cord about the trunk.

The stock will dwarf, pointed out Dr. Sax, because the flow of nutrient sap is hindered in the tree's vascular system. This check has been shown by means of radioactive tests.

In order to kill poison ivy when other plant material is present, Dr. Sax advised scraping the plant at the base and applying a solution of nine parts lanolin and one part Dow Brushkiller.

Round Tables

An instructive session was spent during the rest of the morning and the afternoon. The membership dispersed into six separate round-table discussion groups, each covering topics of different interest. Due to the absence of Neely Turner, University of Connecticut, Warren Whitcomb, Waltham field station, led the discussion on "Insects and Entomology." The topic of "Merchandising, or the Sales Pitch" was covered by Palmer W. Bigelow, Jr., Bigelow Nurseries, Northboro, Mass. "Advertising and Sales Methods" was discussed by Cliff Corliss, Sr.,

Corliss Bros., Inc., Gloucester, Mass. "Landscaping — Practical and Aesthetic" was the subject of the round table conducted by Milford Lawrence, H. V. Lawrence, Inc., Falmouth, Mass. "Propagation" was the title of the discussion led by Martin Van Hof, Rhode Island Nurseries, Newport, R. I. Completing the round tables was one on "Nursery Practices, or Running a Nursery," led by Edmund Mezitt, Weston Nurseries, Inc., Weston, Mass.

Landscaping

Drawing the largest attendance was the discussion on landscaping, led by Milford Lawrence. The lively discussion centered around labor charges and other business practices. It was generally agreed that at least a small percentage should be realized on labor rather than to expect the plant materials to carry the entire load of making a profit on any particular job. One man stated that "the most expensive way to move plants is through landscape jobs."

The hourly cost that must be charged on landscape labor discourages requests for petty maintenance jobs. It is not profitable for the landscape nurserymen to compete with the pickup truck operator on leaf-raking jobs.

It was agreed that the \$1,000 to \$2,000 jobs were nice to have, but the small jobs must be taken and should be carefully done. At least one operator felt that 80 per cent of his business was made up of the smaller jobs. In selling smaller jobs the nurseryman often must convince the homeowners that they can afford to do some landscaping.

The operators who were present did not use the house-to-house doorbell-ringing selling technique. Their best jobs came from friends of satisfied customers, who contacted the nurseryman. Such people are in the right psychological frame of mind to discuss an actual landscape planting. It was considered good practice to follow building construction reports and to make personal solicitations of good prospects.

Handling Advice

There was considerable discussion about practices to follow with reference to customers who stop in for advice on landscaping their homes. The smaller jobs can be handled by making a rough sketch, especially if the customer has brought photographs of his house. If the size of the job warrants it or if the house is in a good neighborhood, it is much better to visit the property to see

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Panel moderators for the education day program at the Boston convention of the New England Nurserymen's Association: Left to right, front row, Ed Mezitt; Clifford Corliss, Jr., and Warren Whitcomb; second row, Milford Lawrence, Martin Van Hof and William Bigelow.

Panels and Presentation Of Charters, Michigan Highlights

By Donald Vander Veen



Officers of the Michigan Association of Nurserymen recently elected at East Lansing: Left to right, Harold Hicks, vice-president; Alfred Goldner, director at large; George Farley, second vice-president; Ernest Durrant, president, and J. Joseph Poleo, past president.

Previous attendance records were shattered at the convention of the Michigan Association of Nurserymen held at Detroit's Fort Shelby hotel January 29 to 31. A fast-moving, informative program attracted over 500 nurserymen, landscape contractors, garden center operators and others in related fields to make this the largest and finest meeting in the organization's 36-year history.

Election of officers for the coming year and the presentation of charters to new chapters, under a new organizational setup, highlighted the activities. Officers elected for 1958 were Ernest Durrant, Durrant Nursery, Grand Rapids, president; Harold Hicks, Cottage Gardens, Lansing, first vice-president, and George Farley, Landscape Supply, Grosse Ile, second vice-president. Directors at large will be Alfred Goldner, Goldner-Walsh, Birmingham, and John G. Zelenka, John G. Zelenka Evergreen Nursery, Grand Haven. Other

directors will be elected from each of the new chapters.

Harry Molter, Molter's Michigan Nurseries, Benton Harbor; John Zelenka, and Harold Hunziker, M. J. Hunziker & Sons, Niles, were appointed as delegates to the national convention of the American Association of Nurserymen. Alternate delegates appointed include Arthur Watson, Arthur L. Watson Nurseries, Grand Rapids; Walter M. Coon, Farmington Gardens Nursery, Farmington, and James Ilgenfritz, Ilgenfritz Nurseries, Inc., Monroe.

New Chapters Chartered

Charters of affiliation were presented by outgoing President J. Joseph Poleo to the Central Michigan Landscape Association, to the Saginaw Valley Landscape Association, to the Kalamazoo Landscape Association, to the Southeastern Association of Nurserymen and to the Grand Rapids Association of Nurs-

erymen. Under the new affiliation plan, President Poleo asserted, a new strength and unity will be felt that will stimulate the growth and accomplishments of the Michigan Association of Nurserymen.

Convention activities opened with a radio broadcast highlighting the career opportunities for young people in the field of ornamental horticulture. This informal panel was conducted by Dr. Donald Watson, head of the ornamental horticulture department at Michigan State University, East Lansing. Peter Christensen, Plymouth Nursery, Livonia, predicted a bright future for those who chose this field as their life work. He said that overproduction, a constant worry to manufacturers, will probably never affect the nurseryman because of the long waiting period involved in the growth of nursery products.

Automation, along with prefabrication, will have a beneficial effect on landscaping, because it will provide more time for the average man to enjoy gardening as a hobby. Nursery products are among the few that increase in value over the years, bringing not only enjoyment to the owner but also added property value.

According to Dr. Watson, there are three or four job opportunities awaiting each graduate of the 2-year short course in nursery management. This course, he explained, combines classroom work with practical, on-the-job training. This course does not require high school graduation, he said. Opportunities for women in this field are limited in that nurserymen would rather hire a man who can perform the various duties in every phase of landscape work.

Dr. Watson opened the convention
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Recipients of A. A. N. industrial landscaping awards at the state association meeting held at Detroit, Mich.: Left to right are a representative of Davey Tree Experts, Kent, O.; Otto A. Clauss, Clauss Bros., Chicago, Ill.; Carl D. Johnson, Eichstedt-Johnson, Detroit, Mich., and Arthur Durfee, General Motors technical center, Detroit. Robert Hobbs, second from right, made the presentations.

Oregon Short Course On Growers' Problems

By Charles H. Potter

Nearly 275 nurserymen, landscape gardeners, bulb growers, holly orchardists, florists, college professors and scientists flocked into the Home Economics auditorium at Oregon State College, Corvallis, Ore., the morning of February 4 to register for the second annual Oregon short course. This was the beginning of two days of instruction and sharing of knowledge which brought to the members of each group a wealth of new ideas to aid them in their businesses.

Each morning started with a general session for all groups, while the afternoons offered sessions with programs designed for specific groups.

Dr. A. N. Roberts, of Oregon State College, was chairman of the first general session. Dr. R. W. Henderson, assistant director of the agricultural experiment station, welcomed the group. He called attention to Cordley Research building, recently completed on the campus, and said that word would soon be released upon the location of the new experiment station to be in the Portland area. In closing, Dr. Henderson warned of a possible cutback in funds from the U. S. D. A., some of which had been earmarked for assistance toward research work in Oregon.

Walter Gerke showed some beautiful colored slides on Japan as Mrs. Gerke commented on them. Their pictures showed Japanese architecture and gardening. The sparing use

of plant materials was often emphasized in the pictures. Mr. Gerke remarked that garden design is an expression of a way of living, and gardening everywhere reflects the culture and thinking of the people.

Production Fertilization

Dr. L. C. Chadwick, Ohio State University, Columbus, O., talked on the subject of "Practices in the Fertilization of Shade Trees and Other Ornamentals." His subject, he said, would be divided into two main parts: 1—Fertilizing for production and 2—fertilizing for maintenance. He said that a grower should keep in mind that plants are living organisms. Temperature, water, light, gases, soil condition, etc., he said, are all-important factors, and the closer one can get to nature in applying these factors, the better. Plants which are cultivated are brought into abnormal conditions, where air pollution, poor drainage and encouragement of insect and disease invasion all may affect the growth of the plants if not corrected or controlled.

If a fertilizing program is to be effective, said Dr. Chadwick, the condition of the soil must be right. Good root growth is dependent upon the proper relationship between air and moisture in the soil. Of prime importance to the plant are the factors of availability, absorption and translocation.

Overfertilization can be as detri-

mental as underfertilization, Dr. Chadwick said. One should not fertilize to produce excessive growth, but only enough to produce a good quality plant of the size wanted. He advised the application of nitrogen on a regulated deficiency basis, as too much nitrogen stretches the plant and reduces its quality.

Concerning the determination of nutritional needs of plants, Dr. Chadwick admitted that the methods of soil testing leave much to be desired. If soil testing is done frequently, it becomes more valuable, but, he continued, soil testing merely tells a grower what nutrients exist in the soil, not what they plant may need.

Visual symptoms, too, he said, are often misleading. By the time that symptoms are evident, said Dr. Chadwick, it is often too late to correct the condition before growth is checked and damage occurs. Also, he said, it is often impossible to tell from yellowing foliage whether a plant is experiencing nutritional drainage or other troubles.

Foliar Analysis

He recommended more thought concerning foliar analysis, which, he said, is coming to the forefront as a means of detecting nutrient deficiencies. However, he felt it would be a long time before foliar analysis would be perfected enough for the average grower to handle it easily. Analysis by this method, he said, can be handled well, but the recommendations resulting from it are still somewhat indefinite. It is now possible to determine the minimum and maximum limits of nitrogen by this method, but the optimum amount cannot be determined. The optimum amount differs, he said, with the kind of plant and also varies with the development stage of any given plant. Phosphorus, potash and the trace elements, said Dr. Chadwick, are much easier to pinpoint.

Affecting the fertilizer program in the field, he said, are these factors: (1) Ample organic matter in the soil; (2) the time which a crop is in the soil before being removed, and (3) the deleting effect on the existing nutrients of a given crop and of water applied to the soil.

Dr. Chadwick spoke briefly about fertilizers on container crops. Because there is less soil per plant with more leaching, it is necessary to feed heavier and more often. At Ohio State University, he said, five or six applications of a complete fertilizer are used on ornamentals each growing season. A supplementary feeding

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Left to right, Dr. F. F. Smith and Dr. L. C. Chadwick, speakers, and Dr. A. N. Roberts, general chairman, at the second annual Oregon short course held at Corvallis.

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Past presidents of the Oregon Association of Nurserymen who received plaques at the recent Portland convention: In front, Paul Van Allen; first row, left to right, Lynn Brooks, Melvin Surface, Paul Doty, Wayne McGill, Mrs. Julia Hausch, Wayne Melott, C. B. Miller and Robert Walker; back row, left to right, Avery Steinmetz, W. P. Nuffer, Earl Houseweart, Sam Rich, Mike Dering, Frank Doerfler and James Doty.

Honor Past Presidents at Oregon

Large Membership Increase Produces Record Attendance at Annual Convention

By Charles H. Potter

The Oregon Association of Nurserymen held the best-attended convention in its 25-year history January 30 and 31 at the Multnomah hotel, Portland. Nearly 200 persons registered, including exhibitors and out-of-state visitors, and over 200 attended the president's banquet and ball.

All convention sessions as well as the trade fair were held in the Empire room.

The O. A. N. chapters, organized during 1957, furnish all regular board members other than president, vice-president and treasurer. The chapter-appointed members of the board will not become known until during the month of February, after elections have been held by the various chapters.

Joseph Klupenger, Klupenger Nursery, Portland, was elected president for the ensuing year. Robert Snodgrass, Esch Nursery, Portland, was elected vice-president for the year, and Paul Van Allen was elected treasurer. Charles H. Potter, Milwaukie, Ore., was reappointed executive secretary.

First Business Session

President Van Allen expressed considerable pleasure over the large attendance and then thanked the board of directors, committee chairmen, committee members and the membership as a whole for the splendid support given him during the year. He gave a special commendation to the chapter organization com-

mittee under W. P. "Pete" Nuffer, which succeeded in organizing seven chapters of the O. A. N. throughout the state during 1957. He also praised the chapter officers and members for their efficient operation and the rapid manner in which membership had been increased.

Mr. Van Allen told the group that the board of directors met eight times during the year, with an average attendance of 83 per cent. Executive Secretary Potter also reviewed the progress of the year in the association and called attention to the increased services being of-



Outgoing president, Paul Van Allen, and newly elected president, Joseph Klupenger, and vice-president, Robert Snodgrass, all of Portland, at the convention of the Oregon Association of Nurserymen held at Portland the end of January.

fered by the executive secretary's office. Mr. Van Allen, also acting as treasurer in 1957, gave a report showing that the association operated in the black during the year, despite heavier expenses. The financial position of the association remains strong.

J. Frank Schmidt, Jr., J. Frank Schmidt, Jr., Nursery, Troutdale, reported for the Oregon Bulb, Florist and Nursery Council, which held its annual meeting the evening of January 29 at the Portland office of the department of agriculture. Experimental work being done at Oregon State College, Corvallis, at a cost of \$7,480 for the year, was reported by Dr. Henderson of the college faculty, said Mr. Schmidt. Three fellowships, one each in the departments of horticulture, plant pathology and entomology, were proposed by Dr. Henderson, he said, and approved by the council.

Reed Vollstedt, Reed's Garden Center, Eugene, reported that the retail committee, at meetings held at Eugene and at Portland, discussed the following subjects: News releases, selling, holiday promotions, related sales, displays, financing large jobs and advertising. A slogan adopted by the committee was "compete by being complete in stock, supplies and service."

Membership Gains

Joseph Klupenger, reporting for the membership committee, said that the membership climbed from 164 to



Presentation of A. A. N. landscaping awards at the convention of the Oregon Association of Nurserymen: Left to right, John O. Merrill, Jr., Tucker-Maxon Oral School; E. C. Sammons, president, United States National Bank of Portland; Robert Walker, Holgate Nursery, and L. H. McGuire, A. A. N. director, who gave the awards.

205 in the course of the past year; this is a 25 per cent membership increase. He said that much of the increase could be attributed to chapter activity, and he predicted a large membership increase in 1958. J. Frank Schmidt, Jr., made the nominating committee report, the officers as given previously in this article being elected by unanimous ballot.

Julius Heinis, plant pathologist, department of agriculture, Salem, Ore., gave a fine talk on "Virus Problems of Stone Fruits." In his talk he described the methods of working on viruses as employed by the state department of agriculture. He recommended the establishment of registered mother blocks of virus-free stone fruit trees. Such mother blocks, he said, must be set well apart from other trees in the area to prevent contamination. Mr. Heinis mentioned the state pamphlets that are available to guide growers in obtaining virus-free trees.

He also told how the state established the virus-free stock and said that such information was to be passed on to growers and to the state college. One of the jobs of the state, he said, was to help nurseries injured by the recent freeze to re-establish themselves. The program, he said, was supervised by Dr. Milbraith of the state department of agriculture.

Merchandising

Channing Jones, Jr., manager, merchandise division, California Spray-Chemical Co., Richmond, Calif., in his dynamic talk on merchandising, stated that since 1946 the nation has built millions of homes. Every person who owns his

home, said Mr. Jones, is a nursery customer. He said that he felt that the nursery and garden supply business combined are destined to become one of the country's largest industries within five or six years. He forecast a \$10,000,000,000 business by that time.

Selling, he said, consists, first of all, of finding out what the public wants and then devising a plan to help it get that. He said that much training is necessary to produce a good salesman. He urged his listeners to make better use of the space in their sales area, stating that often 50 per cent of available space is blocked off from the customer. Poor display and poor presentation, he said, are at the root of much poor selling. Also, he said, tie-in selling is frequently neglected by the average salesperson.

He urged nurserymen to think seriously about making theirs a full business, in which they sell all the things which are related to nursery stock. He forecast the creation of modern garden centers everywhere due to the pressure of new home building. He said that he feels the term nursery is negative, and that garden center is far better.

To make a sale, he said, a salesperson in the nursery business should first gain attention, next arouse interest, emphasize the beauty of his product, and then ask for the sale. The question technique, he said, whereby the selling interview becomes a conversation, is the proper approach. Then the salesman should introduce the "third party" method by telling about a person who has successfully used the plants or materials being discussed. And the

demonstration technique, he said, is always effective. As Mr. Jones brought his talk to a close he said "Teach and show people how to build a more beautiful garden. The elite of the garden supply business are the nurserymen."

Nursery Service Report

John Weiman, in charge of the Portland office, Oregon state bureau of nursery service, reported on the activities of the bureau during the past year. With help from the county staff, he said, there are six full-time inspectors working for the bureau. Certification requirements of other states and countries are taking up an increasing amount of time, he said, because greater amounts of stock are being exported from the state. He reported gross receipts of \$34,719.12 from nursery licenses in the state during 1957 and said that the balance at the end of the year in the nursery research fund amounted to \$16,246.38.

Floyd Markham, of the bureau of nursery service, spoke briefly and listed the following as regulatory problems requiring special attention: Oak root fungus, verticillium wilt, crown gall, hairy root, root-knot and lesion nematodes, phytophthora root rot and use of root hormones with relation to excessive callusing. A new problem is a disease affecting rooted rhododendron cuttings in the propagating bed, causing stems to die after good root formation. This is not a regulatory item as yet.

Richard Hemmerling, also of the bureau of nursery service, spoke briefly about the work being done to encourage the adoption of selected scion wood blocks and said that there is much to be attained from selected understocks and interstocks. Virus identification and suitable control measures are the foremost projects, he said. The department is working closely with Oregon State College and with the experiment stations. The bureau is also busy, he said, keeping a constant file check on common and new diseases. Approximately 725,000 fruit trees reached the market in 1957, he said, and increased work is planned for the coming year. He urged cooperation in every possible way from nurserymen.

Charles Potter, editor of the association's publication, the O. A. N. Digger, reported the paper to be operating well but urged an increase in advertising by members and other nurserymen and allied tradesmen. A Digger committee is to be established during the coming year to work with the editor. Luncheon speaker

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Optimism at Tennessee Convention

By Robert Boyd

Approximately 100 nurserymen, wives and guests were on hand for the opening of the 53rd annual convention of the Tennessee Nurserymen's Association held at the Patten hotel, Chattanooga, Tenn., February 2 to 4. Icy roads and freezing temperatures throughout the meeting period held the attendance down. The convention closed on a strong note of optimism, having heard a leading Chattanooga banker predict business and economic improvements in the months ahead.

New Officers Elected

At the business session Tuesday morning, February 4, the following officers were elected for the coming year: B. R. Allison, Highland Rim Nursery, Nashville, president; Charles Morse, Jr., Morse Bros., Chattanooga, first vice-president; Baxter Valentine, Valentine Nurseries, Cosby, second vice-president; Lonnie Murphy, Murphy's Nursery, Smithville, third vice-president; and Clark Boyd, Boyd Nursery Co., McMinnville, secretary-treasurer. Leonard C. Fletcher, Tennessee Nursery Co., Cleveland, outgoing president, is also a member of the executive committee.

Also at the Tuesday morning session the organization referred to its legislative and executive committees the question of whether nurserymen should be permitted to put farm truck license plates on their vehicles. Wording of the law specifically exempts a nursery from the benefits

of the lower-priced tags, and the attorney general's office at the moment, according to the legislative committee's report, considers a nursery a commercial operation rather than a farm.

Robert Boyd, Globe Nurseries, McMinnville, reported that State Senator Ernest Crouch, McMinnville, sponsor of the bill, assured him recently that the bill had been cleared in the state vehicle department, so that nurserymen could continue to use the farm license. The nurserymen were unanimous in opinion that further steps should be taken to protect their agricultural status.

Support for Arboretum Plan

The association voted by a 3 to 1 margin to donate \$3,000 over a 3-year period toward the establishment of an arboretum and botanical garden at the old "Cheekwood" estate at Nashville. This was formerly the property of Mr. and Mrs. Leslie Cheek, whose fortune was made in Maxwell House coffee, and is now owned by Mr. and Mrs. Walter Sharp, who have offered to deed it to a nonprofit organization which would develop and maintain it. Nashville groups, including the Exchange Club, have set up a sponsoring association and are now in the process of raising a \$200,000 fund for "Cheekwood's" development. Richard Jones, Jones Ornamental Nursery, Nashville, proposing the donation, said that it would be a great advantage to all Tennessee

nurserymen to have this outstanding arboretum and fine arts museum developed in the south.

The convention was called to order by President Leonard C. Fletcher. The invocation was given by Mouxon Peters, farm page editor of the Chattanooga Times.

Sam I. Yarnell, of the American National Bank & Trust Co., Chattanooga, noted that all the economists agree that business will be down during the first half of 1958, but up during the second half. A number of offsetting factors will help to cushion the down trend, he said. Defense expenditures will gradually increase, and state and municipal governments will probably step up outlays for public buildings and improvements. The outlook for more private housing seems moderately favorable, and an increase in road building appears to be assured. An easing of interest rates is likely to increase the credit supply. Mr. Yarnell advised the nurserymen to sell, sell, sell. Consumers have the money, but have to be urged strongly to withdraw it from savings.

A. A. N. Projects Cited

Robert Hobbs, Bridgeport, Ind., a director of the American Association of Nurserymen, spoke to the group on the activities of the national association and urged the Tennessee nurserymen to promote the highway landscaping program in their state. He reported that the A. A. N. board of governors is considering management clinics to aid the membership. Accelerated business for nurserymen was forecast by 1961 as the generation of war babies married and sought new homes.

University Research

Dr. B. S. Pickett, department of horticulture, University of Tennessee, reported working on a study of hedges, screens and windbreaks for highway planting. The department is also involved in a turf project for highway landscaping, consisting mainly of testing the new Bermudas that do not need so much cutting as present turf grasses. Work on a weed-control program is being continued, and tests are being made of new chemicals. New apple rootstocks imported from England, thought to be resistant to woolly apple aphids, are being tried. These are known as the Merton Malling rootstocks, and all

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Officers elected at the recent meeting of the Tennessee Association of Nurserymen held at the Hotel Patten, Chattanooga: Left to right, Peter Fletcher, retiring president, Baxter Valentine, second vice-president; B. R. Allison, president; Charles Morse, Jr., first vice-president, and Clark Boyd, secretary-treasurer. Not present for the picture was Lonnie Murphy, third vice-president.

Prices, Costs, Merchandising, Kentucky Convention Themes

By Howard G. Tilson

Members of the Kentucky Nurserymen's Association, at a business meeting held during their 32nd annual convention at the Phoenix hotel, Lexington, January 26 to 28, elected Herman Wallitsch, Wallitsch Nurseries, Louisville, as president for 1958. Other association officers are William Ray, Carl Ray Co., Lyndon, first vice-president; Robert Hillenmeyer, Hillenmeyer Nurseries, Lexington, second vice-president; Howard G. Tilson, University of Kentucky, Lexington, secretary, and Grace G. Walker, Kingsley Walker Co., Louisville, treasurer. Ira Mitchell, superintendent, Cave Hill cemetery, Louisville, was named chairman of the convention committee. Herman Wallitsch and William Ray were named by the Kentucky chapter of the American Association of Nurserymen to serve as delegate and alternate delegate, respectively, to the annual convention in July.

During the first morning of the convention, a contingent visited the Hillenmeyer Nurseries, Lexington, to see a demonstration of a power-operated tree digger. Of course, the newer innovations of the Hillenmeyer garden center, as well as the nursery's extensive lath houses, were inspected with interest.

By noon, registration was almost

completed, and 66 were present for the opening day lunch. Mayor pro tem Richard J. Colbert was on hand to welcome the nurserymen to Lexington. Richard Taliaferro, Mount Pleasant Gardens, Fort Thomas, K. N. A. president, then set the theme of the convention with an optimistic report on business, both present and future. He reminded those present that success within the near future would depend more on the efficiency and progressiveness of the operator than on supply and demand. President Taliaferro then appointed the working committees for the convention.

The theme of the convention program was prices, costs and merchandising. Roy F. Graham, Old Orchards Gardens, St. Louis, Mo., in his talk, "One Man's Approach to the Garden Center," stated that the nursery business offers a real challenge as well as an excellent opportunity if proper business principles are followed. The physical property and financing, he said, must be adequate or failure is certain. He outlined other requirements for success as follows:

1. Have enthusiasm for the nursery business.
2. Establish contact with a reliable group of advisers, including a banker who knows something of your

type of business, a lawyer who is also familiar with the nursery business, an accountant and tax adviser and an insurance adviser.

3. Adopt a sound advertising policy and then maintain it; a hit-or-miss advertising program is money wasted. Select the best local medium, such as the leading newspaper, and spend 4 per cent of the gross returns of your business on consistent advertising. Another 1 per cent of returns can be well spent on direct-mail advertising. Build your mailing list carefully and keep it up to date. Do not be afraid to cull it monthly.

Do not cut down on advertising when business is good or when it is bad. Keep advertising informative rather than strictly commercial. Coordinate the newspaper ads and the direct-mail material closely. Develop a distinctive ad — something by which your business is immediately identified by the advertising manager of the paper as well as by the reading public.

These two media should constitute the bulk of a good advertising program. Constant attention should also be given to such items as talks to garden clubs; cards sent to parents of new-born babies; signs or labels in the nursery or on plants giving information as to variety, price, size and habit of growth of plants offered; how-to-do-it booklets, and, above all, the appearance of the business — the neatness and cleanliness that must be maintained as an important part of advertising.

4. Build customer confidence in the quality of your stock and services through effective merchandising. Prices must be consistent. Do not try to compete with chain stores on brands or prices. Nurserymen have the advantage in a thorough knowledge of their products and in the planting, delivery and credit services they offer.

Employees must be well schooled; night classes for employees are practical. The hiring of persons over 65 as salesmen has proved highly successful. Beauty is not sold on a competitive price basis. If the plants are beautiful and surroundings pleasant and the service is efficient and courteous, the prices are incidental in retail nursery stock selling.

5. Deliver the material when promised and deliver the quality represented as follow-through to your sale. A telephone call made before delivery of stock will often result in additional sales. Keep delivery equipment clean and well painted.

Mr. Graham maintains a policy

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Richard Taliaferro, left, president of the Kentucky State Nurserymen's Association, presents an A. A. N. industrial landscaping award to George Houtchin, of the Houtchin Co., for the firm's work in carrying out the landscape project at the James B. Bean Distillery, at Clearmont, Ky.



Officers of the Virginia Nurserymen's Association elected at the recent convention held at Richmond: Left to right, Charles L. Otey, secretary-treasurer; Stanley E. Quillen, vice-president; John R. McDonald, president, and John E. Tankard, Wendall L. Winn; Walter Arnold and Robert N. Watkins, directors.

Varied Topics at Virginia Convention

By Charles L. Otey

The 27th annual convention of the Virginia Nurserymen's Association, held at Richmond, Va., opened Sunday afternoon, January 26, with registration of 150 nurserymen and exhibitors. The displays were well attended and were open to the public. A fellowship hour at 6 o'clock was followed by a dinner with introductions of exhibitors, guests and visitors.

Election

Near the close of the convention the following officers were unanimously elected to serve during 1958: John R. McDonald, McDonald Nurseries, Hampton, president; Stanley E. Quillen, Waynesboro Nurseries, Inc., Waynesboro, vice-president, and Charles L. Otey, Southside Nurseries, Richmond, secretary-treasurer. The new directors are John E. Tankard, Tankard Nurseries, Exmore; Wendall L. Winn, Winn Nursery, Norfolk; Walter Arnold, Bristol, and Robert N. Watkins, Watkins Nurseries, Midlothian.

Monday morning the meeting was called to order by President John E. Tankard, who cited the accomplishments of the V. N. A. insurance committee in providing a program for the nurserymen of the state. The board of trustees that operates the plan included W. B. Higgs, Fairfax, chairman; Moultrie H. Lanier, Richmond; A. J. Shoomsmith, Richmond; Claud E. Turner, Falls Church, and Charles H. Kennedy, Nokesville. President Tankard also spoke briefly on the excellent program arranged at the Virginia

Polytechnic Institute, Blacksburg, during the summer.

Discuss Research Budgets

Speaking of the vital need for support in the budget proposals requested by Dr. Wesley P. Judkins, head of the department of horticulture at V. P. I., President Tankard also urged members of the V. N. A. to support the Richmond Nurserymen's Association in an effort to obtain greater aid in insect and disease research in ornamentals. The education and promotion committee and the board of directors of the association later recommended that the association support the V. P. I. budget for staff additions in horticulture and that the research and diagnostic program on ornamentals also be urged in the legislature.

President Tankard further requested the nurserymen to support the agricultural conference board of Virginia in a bill in the legislature to retain 1 per cent of the present 6-cent rebate on farm gasoline, for a talent bank to be used as a means of holding valued employees in the state.

At 9:30 the association heard an address by Parke C. Brinkley, state commissioner of agriculture. Mr. Brinkley discussed the agricultural trends in Virginia farms and foresaw an unprecedented period of prosperity. He stated that farmers are working shorter hours and their ability to produce has doubled since 1940.

Fred H. Schmidt, Velsicol Chemical Corp., spoke on the subject

"Chlordane, Its Uses in the Nursery." Chlordane is used mainly for soil insect control — not nematode control — and excellent results have been obtained in ant control on fruit. With certain formulations, turf insect control has proved effective for seven years. Mr. Schmidt also cited a new use of Chlordane in crabgrass control through inhibiting the germination of the crabgrass seeds. He also urged nurserymen to use Chlordane for termite control on all wooden structures outdoors.

Lawn Problems

Dr. Fred V. Grau, College Park, Md., talked on "Tackling the Lawn Problem in Virginia." He said that the basic cause of poor turf is starvation, and he recommended the use of urea-form fertilizer. Discussing specific grasses, Dr. Grau said there are several good lawn grasses that will respond to fertilizer and will give the quality that most persons demand. Among these are Merion bluegrass; Kentucky 31 fescue; Penn-lawn creeping red fescue, and the old standby, common Kentucky bluegrass; others are improved Bermuda grasses, such as Sunturf, u-3, and the zoysias, including Matrella and Emerald.

Dr. Grau stated that through the use of improved grasses, adequately fertilized, the need for supplemental irrigation is greatly reduced. In fact, most lawns will not require supplemental irrigation through the season. Lawn quality improves with more frequent mowing, said Dr.

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Water and Weeds, Topics At California Institute

By Charles Burr

Friday, January 31, at the University of California at Berkeley, Marsden H. Kimball's staff of college of agriculture experts told nurserymen, park employees and landscape contractors the latest facts on two important subjects, "Water and Watering" and "Weeds and Weeding." The occasion was the annual nurserymen's institute conducted by the agricultural extension staff under the supervision of Mr. Kimball, a specialist in ornamental horticulture.

Climate Chief Factor

The same program was presented earlier (Wednesday, January 29) at the University of California at Los Angeles for the benefit of southern California nurserymen and allied fields. About 200 registered for the all-day conference at Berkeley, presided over by William E. Schmidt, Schmidt Nursery, Palo Alto, who introduced each of the experts, giving their professional background.

Fresh Water Resources

First on the program was L. J. Booher, extension irrigationist from the Davis campus, who outlined "California's Fresh Water Resources." Mr. Booher gave the location of present and intended sources for fresh water and pinpointed the areas of greatest need, which in several cases are hundreds of miles removed from the sources of supply. He told of the problems of deteriorating water quality in areas relying on wells not far distant from the San Francisco bay and the effect upon growing nursery stock. The only solution to the problem is additional supplies from distant sources, such as the Sierras, present source of domestic water for the east bay and San Francisco areas.

Dr. Robert M. Hagan, chairman of the department of irrigation at Davis, then discussed "The ABC's of Plant-Water-Soil Relations." Dr. Hagan grouped the problems of watering under three headings — how much water to apply, when to apply it and how to apply it. He cited climate as being one of the chief factors in determining the quantity of water needed. Whereas a normal daily application of water in the bay area may be .10 to .15 of an inch, the interior valleys will need .25 of an inch and the desert areas as much

as .35 of an inch during the same time of year.

Soil Moisture Conditions

The three conditions of soil moisture determine the frequency of application. These are saturation following application; field capacity (the ideal situation for normal plant growth), and wilting point, which must be anticipated by a follow-up irrigation before there is damage to the plants.

The quantity of water to apply depends greatly on the structure of the soil. Sand will hold three quarters of an inch of water per foot in depth; loam holds one and one-half inches per foot of depth, and clay, two and one-half inches per foot of depth.

Dr. Hagan left the methods of application to a later talk on equipment. He urged the grower to watch these three points: First, a continuous supply of moisture must be provided; second, soil moisture must be available to plants in their root zone, and third, waterlogging must be avoided.

Dr. Milton Fireman, an extension soil specialist at the university's Riverside campus, spoke on the subject "Water Quality and Soil Salinity." He said that only nurserymen in the southern California areas need worry about a build-up of magnesium and calcium salts through irrigation. The softer water from northern sources makes the situation practically impossible, although damaging effects could be obtained from well waters in certain sections of the bay area.

Recommends Salinity Test

He urged nurserymen to test soil, peat moss and leafmold for calcium and magnesium salts before making up a soil mixture for container growing. An excess of salts could damage the entire output. He said salinity in a soil can cause slower growth; damage to stem, foliage and roots through toxicity, and poor germination of seeds.

Symptoms of salinity exhibited in plants include tip burn, marginal leaf burn, chlorosis and root sloughing. The damage is emphasized under conditions of high temperature and low humidity and is not so pronounced under conditions of shade and high humidity. He urged nurserymen to avoid excessive use of

water and fertilizer, as these are contributing factors to a salt build-up.

"Watering Practices in the Nursery Industry" was the subject of Marsden Kimball's talk. He showed illustrations of mechanical watering appliances operating in greenhouses and lath houses as well as outdoors. Chief advantages pointed out by Mr. Kimball are reduced labor costs, simplified control of pests and ease of fertilizer distribution. However, faulty application can prove detrimental. Too wide a spacing of sprinklers results in inadequate coverage of the area; too close a spacing will cause waterlogging, and too fast a delivery will result in waste through run-off.

Mechanical Water Devices

Arthur F. Pillsbury, head of the department of irrigation and soils at the Los Angeles campus, completed the watering phase of the program by reviewing the work being done on automation in irrigating nursery stock in containers. He said the problem of even distribution of water has not been solved, but several devices show promise in this regard.

Sprinklers are the most popular devices in use at the present time, although they are lacking in efficiency. The best of these are the traveling types, with which the water's angle of fall changes to create a uniform coverage.

A new stationary device that shows promise is a plastic tube perforated in alignment with a double row of containers. The tube is fixed to the underside of a framework built parallel to the rows of cans. This will provide uniform treatment for each plant in blocks that will stay in one location for a long time.

Answers Watering Questions

During the question and answer period following the program on water and watering, several interesting points were developed, such as the facts that hard water is arbitrarily defined as containing 100 parts per million or more of calcium carbonate; chlorinated water is not detrimental to plants when it contains less than one part per million, and fluoridation of water occurs in such small amounts that it has no damaging effect on plants.

It was also brought out that a fine soil (such as clay) must be completely saturated at the point of juncture with a coarser soil (such as sand) before drainage occurs into the coarser material. The practice of placing gravel in the bottom of containers before planting certain va-

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Growers' Talks at Delaware Course

By C. W. Dunham

Eighty-four nurserymen from Delaware and adjoining states convened with students and staff of the University of Delaware, Newark, on the college campus for the 1958 short course program February 4. This year's program was planned by a committee consisting of William Frederick, Jr., Millcreek Nursery, Newark; Elton Lynch, Del-Mar-Va Nurseries, Lincoln; William Phillips, of Phillips' Nurseries, Inc., Wilmington; Clayton Bunting of Buntings' Nurseries, Inc., Selbyville, and Robert F. Stevens and Charles W. Dunham, of the University of Delaware.

Propagating Dogwood

The opening address at the first session was by C. W. Dunham, on the "Propagation of Flowering Dogwood." There is great interest at the present time on the part of research workers concerning the growth and dormancy cycles of woody plants, Mr. Dunham declared.

One of the factors which influences growth cycles of woody plants is the length of daylight hours, commonly referred to as photoperiod. Many woody plants, including dogwood, grow during long days and are thrown into a dormant state by shortening days. The light intensity required to bring about photoperiod responses is not high compared to normal daylight intensities. Light intensities of 5 to 20 foot-candles are usually sufficient to bring about responses in photoperiod-sensitive plants. In many plants the response to photoperiod is closely associated with temperature. With flowering dogwood, a day length of 18 hours will keep plants in continuous growth as the temperature remains above 60 degrees Fahrenheit. As soon as the

temperature drops, plants go into a dormant condition in spite of the extended day.

Affecting Factors

Last year efforts were made at the university to establish a commercial procedure for propagating flowering dogwoods from cuttings in Delaware. Cuttings were taken in both northern and southern Delaware, from May 20 to July 9. The following factors were found to be important:

1. Source of Cutting Wood: Cuttings taken from young (3 to 4-year-old) trees were found to root much better than cuttings taken from mature trees; 82 per cent of cuttings taken from young trees had rooted sufficiently in one month to pot up, while only 33 per cent of cuttings taken from mature trees had sufficient roots to pot. In addition to showing a higher percentage of rooting, cuttings from young trees continued to grow, while many cuttings from mature trees formed dormant buds.

2. Time of Taking Cuttings: Cuttings should be taken at the close of the first flush of growth, which will be the latter part of May in southern Delaware and about June 1 in northern Delaware. Cuttings taken May 20 made additional growth after rooting. Cuttings taken July 9 remained dormant after rooting, in spite of light to give an 18-hour day.

3. Hormones: Rooting hormones are essential in obtaining rapid rooting of dogwood. In 1956 it was shown that indolebutyric acid rooting powder at concentrations up to 2 per cent had a markedly favorable response on rooting of cuttings. Last year, cuttings treated with 1 per cent IBA powder rooted 82 per cent,

while untreated cuttings rooted only 17 per cent.

4. Cultural Factors: Intermittent mist greatly facilitates the handling of softwood cuttings. Dogwood cuttings, however, need to be weaned away from mist as rapidly as possible, as excessive water causes leaf breakdown.

Plants should be kept growing at all times without any checks in growth. A check in growth tends to throw plants into a dormant condition. Feeding in the cutting bench is beneficial. Care is needed when cuttings are removed from the cutting bench. Overpotting will result in a breakdown of the root system.

5. Artificial Light: Electric lights are necessary to extend the daylight hours and keep plants in an active growing condition until they become established.

The overwintering of dogwoods after propagation is another problem. Results of overwintering last year's cuttings are not known at this time.

Weed Control Tests

The next speaker was E. M. Rahn, of the university, whose topic was "Weed Control in Nursery Crops." His remarks covered experimental work conducted at the Conard-Pyle Co., West Grove, Pa., and at Evergreen Acres, Inc., Middletown, Del. Pictures of the test work were shown.

The main weed problem was chickweed, along with some other winter-growing annuals. Chemicals tested included CIPC, and neburon, recently placed on the market as Karmex N Neburon Herbicide by E. I. du Pont de Ne-

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Members of a panel on tree selection at the recent Delaware short course: Left to right, Everitt Miller, Longwood Gardens; William Fredericks, Millcreek Nurseries; Nick Geers, Schwoebel Nurseries; Jack Kenealey, Lower Marion Township, Pa., and Dale Bray, of the Bartlett Tree Co.

Varied Subjects Discussed At Connecticut Short Course

By Kenneth A. Bradley

Over 200 nurserymen from Connecticut and neighboring states attended the sixth annual 2-day Connecticut nurserymen's short course held in the auditorium of the college of agriculture at the University of Connecticut, Storrs, on January 22 and 23. In addition to the guest nurserymen from Rhode Island, Massachusetts, Maine and New York, 16 students, accompanied by Prof. Harvey Gray were present from the Long Island Agricultural and Technical Institute, Farmingdale, L. I.

The first speaker Wednesday morning was Milford Lawrence, H. V. Lawrence, Inc., Falmouth, Mass., who discussed some of the factors involved in "The Future of Our Industry." Stressing that the outlook for the nursery industry appears to be extremely favorable, Mr. Lawrence emphasized the need for confidence, foresight and wise management.

Agriculture Students Needed

The second address on the morning program was "How Can We Meet the Needs of the Industry for Trained Personnel?" This discussion by Prof. A. I. Mann, assistant dean of the college of agriculture, University of Connecticut, noted a nationwide decline of over 25 per cent in the number of students enrolled in agriculture from 1948 to the present.

He stated that the efforts of the college staffs in providing brochures to high school guidance counselors and to a few of their students is not providing a large enough number of recruits to the field of agriculture. He solicited help from the nurserymen in locating qualified prospective students and in helping to interest them in this field as well as in the multitude of other highly skilled vocations in agriculture.

The last speaker of the morning was Martin Van Hof, Rhode Island Nurseries, Newport, R. I., who discussed "Plastic in Propagation," relating his experiences with the construction, soil preparation, planting and operation of polyethylene-covered outdoor beds used for the summer propagation of softwood cuttings.

Wednesday afternoon, Harvey Templeton, Jr., Winchester, Tenn., gave a most interesting talk in which

he described the method of mist propagation that he employs in rooting cuttings in outdoor beds under polyethylene film. Mr. Templeton illustrated his remarks with numerous color slides.

Dr. Howard Applegate, assistant professor of floriculture, U. of C., next spoke on "Results of Research on the Effects of Gibberellic Acid." He gave a brief history of the chemical, described the simple method by which it may be applied and reported on its effect on the growth

NEW N. L. N. A. SECRETARY



R. J. Utecht

R. J. Utecht, new executive secretary-treasurer of the National Landscape Nurserymen's Association, was born at Stillwater, Minn., and attended the University of Minnesota, St. Paul, specializing in public relations and sales. During his service with the Seabees in World War II, he spent 22 months on Attu island and, returning to the United States, became editor of the official Seabee newspaper and did public relations work for the navy.

After his discharge from the service, Mr. Utecht set up his own business in the field of promotions at Minneapolis. In 1951 he began specializing in sports promotions and was a leader in the financing of Minneapolis' Major League baseball park and in the promotion of the Minneapolis Lakers.

He lives with his wife, Donna, and their five children in the southwest section of Minneapolis. Both Mr. and Mrs. Utecht are active in civic theater work, and he is also a board member of the Cedarcrest parent-teachers' association and a judge on the Minnesota state centennial sports committee.

of potted rooted cuttings of 12 species of evergreens.

Reports Photoperiod Study

The last speaker Wednesday afternoon was Dr. Sidney Waxman, assistant professor of ornamental horticulture, U. of C., who summarized his research on "Photoperiod or Light Treatment in the Propagation of Woody Plants." He described and showed slides of various types of response to photoperiodic treatment as exhibited by different species of plants. A tour of the university greenhouses ended the afternoon program.

The first part of Wednesday evening was devoted to a short movie, "Time-lapse Study of Growing Trees," showing, among other things, photographs taken of the development of dormant tree buds into leaves or flowers.

The speaker of the evening was Jacob Gerling, superintendent of maintenance, parks and playgrounds, Rochester, N. Y., whose subject was "Good Trees for Shade and Functional Use." Using colored slides, Mr. Gerling described a number of little-used but worthwhile trees that nurserymen might wish to consider growing, in order to fulfill more adequately the needs of present day landscape planting, in which slower-growing plants with a lower mature height are desirable.

The opening talk on Thursday, the second day of the short course, entitled "What People Want in Plants," was presented by Frank Patrissi, Patrissi Nursery Center, West Hartford, Conn. He emphasized customer demand for quality in nursery stock. This indicates a responsibility to the customer on the part of all people engaged in the production and handling of plants offered for sale. Mr. Patrissi stressed the need of having a complete line of stock in numerous varieties, as well as related seasonal items, thus enabling the customer to fill all his nursery needs at one stop.

Shrubs and Lawn Specimens

The speaker of the previous evening, Jake Gerling, then addressed the nurserymen again, this time discussing "Good Lawn Specimens and Shrubs." Mr. Gerling stated that, since today's average homeowner considers an investment in landscaping as a necessity, he is entitled to a better grade of plant material in the form of better species and types than were available a generation or more ago. Again using colored slides, he described numerous seldom-used

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Officers and speakers taking part in the recent conference of the Kalamazoo Valley Landscape Nurserymen's Association: Left to right, Robert Scouie, vice-president; Walter W. Eickhorst; William Deary, president; Cy Boyer; Prof. Forest Strong, and Frank Knight. The meeting was held at Kalamazoo, Mich.

Insects and Diseases, Kalamazoo Topics

By Rowland M. Hunt

The annual midwinter educational conference of the Kalamazoo Valley Landscape and Nurserymen's Association was held at the Hotel Harris, Kalamazoo, Tuesday, February 4. Attending the afternoon session and the evening banquet were more than 75 nurserymen, landscape contractors, seedling growers and friends of the trade, many with their wives.

The afternoon program opened with three 20-minute addresses designed to preface a 1-hour seminar on "Plant Diseases and Insects." First to speak was Cy Boyer, chief of the plant industry division, state of Michigan, who discussed "Insects and Diseases in Southwest Michigan Nurseries."

Mr. Boyer stressed the point that all insects and diseases harmful to nursery stock have been imported from other states and countries or have migrated into Michigan from other states; no harmful disease or insect of today is known to have existed in the native forests and grasslands of Michigan. He asserted also that the state of Michigan could be justly proud of its control program and pointed up the necessity of rigid inspection of all imported stock and of all growing nursery stock in the state.

Scale and Shoot Moth

The next speaker, Dr. Walter Morofsky, of the Kellogg biological station, spoke about "Scale and Shoot Moth" and advised the audience that Michigan is experiencing

one of the worst infestations of the European pine-shoot moth in history. He declared that many poorly maintained private Christmas tree plantings; unattended roadside plantings, and farm wood lots, windbreaks, erosion control and conservation plantings that are unsprayed and unpruned serve as breeding grounds for this pest of Scotch and red pine.

He stated that experiments had indicated that best control is obtained with the use of DDT, but that timing is all-important. Two thorough sprays are best, the first about April 19 and the second during the first two weeks in July, when the larvae emerge. He further stated that, if only one spray is possible, the July date is preferred.

For white-pine scale, he suggested the use of malathion or DDT at the time that the scale insects hatch. The third speaker, Prof. Forest Strong, plant pathologist, Michigan State University, East Lansing, showed interesting slides and commented on "Canker and Gall Diseases."

Report Rust Research

Professor Strong reported that the university had experienced best control of cedar-apple and cedar-hawthorn rust with one of the antibiotics, Acti-dione, and showed several slides to portray the excellent results of using this control on trees adjacent to or near untreated specimens.

He recommended that the trees be sprayed between July 1 and July 15. The university suggests a concentration of 20 parts per million for cedar sprays, and two ppm for hawthorns and apples. He also stated that the university's experiments had included the use of Dinitrol, which was successful in the control of the rust, but caused tipburn in the trees even at the lowest concentrations.

Immediately after these three talks, a panel discussion on "Plant Diseases and Insects" was moderated by John Light, Light's Tree Co., Richland, past president of the Michigan Association of Nurserymen, with three preceding speakers participating as panel members.

Many interesting questions were asked from the floor, some of the answers including this information: A good Bordeaux mixture for painting wounds resulting from the cutting out of root crown galls and cankers can be made by mixing one and one-half pounds of copper sulphate with one gallon of water, mixing one-half pound of freshly hydrated lime with another gallon of water and then combining the two solutions.

The separation of cedar varieties from hawthorn and apple varieties by at least 500 feet is an effective method of eliminating the host plant of cedar-apple rust. Most of the Japanese or Asiatic crab apples are resistant to the rust.

After a half-hour coffee break, the afternoon program continued with

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National Arborist Association Convenes at Washington, D. C.

Early arrivals to the well-attended winter meeting of the National Arborist Association, held February 2 to 4 at the Hotel Statler, Washington, D. C., met for an informal get-together in the hotel's Pan-American room Sunday afternoon, February 2. Later in the evening, the board of directors of the association held its meeting.

Opening the first general session was William P. Lanphear, Forest City Tree Protection Co., South Euclid, O., who outlined his program of "Professional Tree Care for Municipalities." Howard P. Quadland, director of public information, American Association of Nurserymen, New York, N. Y., stated in his address, "Selling Tree Service," that the important disease or insect problems of local areas, such as Dutch elm disease and oak leaf wilt, can be used as an opening wedge in selling other tree services.

Mr. Quadland was of the opinion that organizing a program of regular tree care on a neighborhood basis through local garden clubs would result in a larger volume of business. He stressed the importance of humanizing one's sales talks by relating the value of tree service to homeowners' outdoor activities about the home.

Selling Theme Continued

The theme of selling was then continued by Ray Gustin, Jr., Gustin Gardens, Rockville, Md., who spoke on "Merchandising Plant Materials and Tree Service." John Duling, Duling Tree Expert Co., Muncie, Ind., and Edwin E. Irish, Charles F. Irish Co., Cleveland, O., explained advertising techniques that they have found effective during their careers in a discussion entitled "Some Experiences in Advertising Tree Service."

A report of "Research on Systemics for Tree Disease Control" was given by Dr. Curtis May, United States Department of Agriculture, horticultural crops research branch, Beltsville, Md. Dr. May reviewed some of the literature of the past three years on some of the more important shade tree diseases, such as oak wilt and leaf and twig blight of English holly. Concerning systemics for tree disease control, he briefly reviewed his own work with Dutch elm disease and concluded by saying

that at present there is no effective and practical systemic control method which has been developed.

Nursery Outlook

"Future Outlook for the Nursery, Landscape and Tree Service Industries" was the title of an address by Dr. Richard P. White, executive vice-president, A. A. N. In his optimistic outlook for 1958 and the years ahead, Dr. White predicted a decided upturn during the last six months of this year as loosening credit restrictions and government spending begin to exert their influence on the economy.

The favorable trend to home ownership and suburban living, he pointed out, can only mean better business for nurserymen and arborists. For the long pull through the years ahead, he pointed to an expanding economy stimulated by an increasing population that will go over 200 million between 1965-70.

Norman Armstrong, Armstrong Tree Service, Chapel Hill, N. C., in his talk, "Fertilizing Increases Drought Resistance of Trees," pointed out that during the past five years in North Carolina there has been a 30-inch deficiency in rainfall. He noted during this period that even deep-rooted species such as hickories and white oak succumbed to the prolonged drought.

Thinking that fertilization might be helpful in increasing drought resistance, he started a program of fertilizing. Although he used a number of methods, the one most frequently used was the Irish Aero Feed method, whereby the soil is fractured by forcing air into it at 100 pounds pressure with a pneumatic drill. An 8-8-8 fertilizer is then put into the holes and the air pressure is used to force the fertilizer into the previously created fissures in the soil. His color slides of the same specimens taken over a 2-year period showed much increased vigor despite the fact that the specimens were not given additional water.

Lesser-Known Trees

Speaking on "Lesser-Known Ornamental Trees," Dr. Henry T. Skinner, director, National Arboretum, Washington, D. C., noted that many shade trees formerly highly popular are dropping out of use because of their susceptibility to in-

sects and disease, because of recognition of their weaknesses and because of changing concepts of tree use. He predicted that the next change will be toward a much greater informality in street planting.

If space permits, he said, avenue effects with one species will give way to informal groupings of several kinds of trees. There may well be much more emphasis upon varied habit and decorative effects. Tree selection, in his opinion, will be more rigid than it has been in the past and will be based on vigor, durability, frost resistance and general hardiness, decorative value and suitability.

He then illustrated with color slides the following list of trees, commenting that they have remained little known outside of botanical collections, despite their superior qualities:

Acer buergerianum, *Acer davidi*, *Acer pseudoplatanus aurea flavescens*, *Acer rubrum schlesingeri*, *Aesculus hippocastanum*, *Aesculus carnea*, *Aesculus glabra*, *Amelanchier canadensis*, *Carya ovata*, *Carya tomentosa*, *Cornus kousa*, *Cornus controversa*, *Cornus controversa variegata*, *Evodia danielli*, *Evodia hupehensis*, *Eucommia ulmoides*, *Fraxinus excelsior aurea*.

Halesia diptera, *Halesia monticola*, *Hovenia dulcis*, *Lagerstroemia indica*, *Libocedrus decurrens*, *Magnolia kobus*, *Magnolia kobus borealis*, *Metasequoia glyptostroboides*, *Pyrus calleryana* F. C. Bradford, *Pyrus salicifolia pendula*, *Pistacia* sp., *Prunus subhirtella* selections, *Quercus glauca*, *Quercus phellos*, *Quercus laurifolia* Darlington, *Quercus virginiana maritima*, *Quercus virginiana x phellos*, *Sorbus alnifolia*, *Sorbus hybrida*, *Ulmus parvifolia*, *Viburnum prunifolium*.

Tool and Equipment panel

"Standard Practices — Midyear Committee Report" was given by Freeman Parr, chairman, of Parr & Hanson, Hicksville, N. Y. An address by Karl Kuemmerling, "Care of Tools and Equipment," preceded a panel discussion on "Modern Tools and Equipment." In this panel, the Gradall was described by H. M. Van Wormer, Van Wormer Tree Service, Richmond, Va.; the operation of the Atlas crane and other equipment was explained by William A. Rae, Frost & Higgins Co., Arlington, Mass.; Horace H. Foster, Dodge Associates, Wenham, Mass., told about the use of the Sky Worker in clearing storm damage, and the Vermeer stump remover was described by Frederick R. Micha, Monroe Tree Surgeons, Rochester, N. Y., and George T. Lewis, Lewis Tree Surgeons, Media, Pa.

An interesting talk on plant exploration, "Sleuthing for Trees in Europe," was presented by Edward H. Scanlon, Scanlon & Associates, Olmsted Falls, O., and was illustrated with slides.

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INCREASES YIELDS: Stops competition from weeds for plant food and moisture.

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Is successfully used by thousands of growers for preventing weeds in Nursery Stock, Strawberries, Peanuts, and certain other crops.

This Sample
will treat
200 square feet
of soil

DIRECTIONS ON BACK



Get Your Free Sample Now!

Try a free sample of CRAG Sesone on 200 square feet of your nursery stock established a year or more. A trial will convince you that the easiest, least expensive, and most satisfactory way to control weeds is to prevent them from getting a start.

CRAG Sesone prevents weed seeds from germinating—eliminates most of your expensive hoeing and hand-weeding.

You spray Sesone right over the tops of most nur-

sery plants established a year or more. It will not burn the leaves of plants listed on the label because Sesone does not become active until it makes contact with moist soil. One application following a clean cultivation keeps out most annual and broadleaf weeds for three to six weeks. Sesone can be used in spring, summer, or fall, and it will not build-up in the soil.

Read the label on the package. See how Sesone stops weeds before they start.

Mail this coupon
for your

Free Sample

"Crag", "Sesone",
and "Union Carbide"
are trademarks of
Union Carbide Corporation.

CRAG Agricultural Chemicals Union Carbide Chemicals Company

Division of Union Carbide Corporation
30-20 Thomson Ave., Long Island City 1, N. Y.

Please send me a free sample of CRAG Sesone, enough to treat 200 sq. ft.
☐ I grow ☐ ornamental shrubs ☐ forest trees ☐ bulbs and perennial flowers.

NAME _____

ADDRESS _____

CITY _____

STATE _____

**UNION
CARBIDE**



Brillion LANDSCAPE SEEDER



Close-coupled to your tractor, the Brillion works close to fences, building foundations . . . moves in and around corners and odd-shaped lots easily.



Instant seed shut-off makes seeding large home projects more practical. The Brillion seeds right up to drives and walks—cuts off seed delivery quickly, positively.



Shallow planting depth of $\frac{1}{4}$ " is controlled by closely spaced roller wheels. University tests show seed germination is best at this depth. The wheels also firm the soil.

40 times faster than hand seeding frees 4 men for other work

Time and labor economies come fast with a Brillion Landscape Seeder. One man . . . one tractor . . . one Brillion do the work of 5 hand laborers—and finish up to 40 hours work in just one.* Brillion gives you exclusive uniform seeding (all seeds $\frac{1}{4}$ " deep in a firm seedbed). And results are exceptionally good. Sturdy, near-perfect stands, even in dry spells when hand sowing often fails. This is a precision machine

that lasts for years, piling up savings on time and seed to make the cost actually low. Straight pull or 3-point hitch models . . . 5' 4" size. Contact your Brillion dealer.

*Write for owners' reports.

Brillion
IF BRILLION MAKES IT,
IT **MUST** BE GOOD

BRILLION IRON WORKS, INC., Brillion, Wis., Dept. 5G-17-3.
Please send me prices and literature on the Brillion Landscape Seeder.
Write your name and address in the margin.

COMING EVENTS

MEETING CALENDAR

April 10 and 11—Holly Society of America, annual meeting, University of Delaware, Newark, Del.

May 21 to 24—Western chapter, National Shade Tree Conference, Disneyland hotel, Anaheim, Calif.

May 26 to 28—Short course for Texas nurserymen, Agricultural and Mechanical College of Texas, Memorial Student Center, College Station, Tex.

June 4 and 5—California Association of Nurserymen, annual refresher course, California State Polytechnic College, San Luis Obispo, Calif.

June 8 to 10—Georgia State Nurserymen's Association, annual convention, Bon Air hotel, Augusta, Ga.

June 18 and 19—Missouri State Nurserymen's Association, annual meeting and short course, University of Missouri, Columbia, Mo.

June 25 and 26—Illinois State Nurserymen's Association, short course, Morton Arboretum, Lisle, Ill.

July 19 to 24—American Association of Nurserymen, annual convention, Statler-Hilton hotel, Dallas, Tex.

August 25 to 29—National Shade Tree Conference, Vanderbilt hotel, Asheville, N. C.

HOLLY SOCIETY MEETING

Charles A. Young, Jr., secretary of the Holly Society of America, announces that the society's 24th annual meeting will be held April 10 and 11 at the University of Delaware, Newark. A hotel to serve as the group's headquarters has not yet been chosen.

CALIFORNIA COURSE

Dates for the California Association of Nurserymen's 10th annual refresher course at California State Polytechnic College, San Luis Obispo, Calif., were confirmed as June 4 and 5 as a committee completed plans for sessions dealing with new plant products, allied commercial items, growing problems and similar items.

Meeting at Cal Poly, the committee included Chairman Stewart L. Wade, Orchard Nursery & Florist, Lafayette; Walter Tecklenburg, Tech's Nursery & Floral Shop, Lodi; Donald F. Dillon, Four Winds Growers, Mission San Jose; Elmer Merz, C. A. N. executive secretary, Sacramento, and Howard C. Brown, head of Cal Poly's ornamental horticulture department.

Some 400 nurserymen from throughout California are expected to attend the refresher course, which

[Continued on page 26]

WIRE



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Rush Your P&D Rose Order Today!

Complete Your
Selection from this
list of P & D Roses
still available *



Patented Hybrid Teas

Grade 1 1/2	Variety
*	American Flagship
*	Audie Murphy
*	Bingo
*	Burnaby
*	Capistrano
*	Charlotte Armstrong
*	Chrysler Imperial
*	Golden Masterpiece
*	Good News
*	Grande Duchesse Charlotte
*	Helen Traubel
*	Lemon Chiffon
*	Living Rose
*	Lowell Thomas
*	Mirandy
*	New Yorker
*	Nocturne
*	Peace
*	Pink Favorite
*	Queen Elizabeth
*	Rose of Freedom
*	Roundelay
*	Sutter's Gold
*	Tallyho
*	The Duke

Patented Floribundas

*	Amy
*	Carrusel
*	Encore
*	Fashion
*	Goldilocks
*	Jiminy Cricket
*	Ma Perkins
*	Pinkie
*	Pinocchio
*	Red Pinocchio

Patented Floribundas— Continued

Grade 1 1/2	Variety
*	Spartan
*	Vogue
*	World's Fair

Patented Climbers

*	Cl. Chrysler Imperial
*	Cl. Pinkie

Nonpatented Hybrid Teas

*	American Beauty
*	Ami Quinard
*	Angel's Mateu
*	Autumn
*	Christopher Stone
*	Condesa de Sastago
*	Countess Vandal
*	Crimson Glory
*	Duquesa de Penaranda
*	Eclipse
*	Editor McFarland
*	Ena Harkness
*	Henrich Wendland
*	Frau K. Druschki
*	Girona
*	Golden Rapture
*	Heinrich Wendland
*	Joanna Hill
*	K. A. Viktoria
*	Lulu
*	Margaret McGredy
*	Mme. Ed. Herriot
*	Mme. Jules Bouche
*	Mrs. Charles Bell
*	Mrs. E. P. Thom

Nonpatented Hybrid Teas— Continued

Grade 1 1/2	Variety
*	Mrs. P. S. du Pont
*	McGredy's Ivory
*	McGredy's Scarlet
*	McGredy's Yellow
*	Nigger Boy
*	Picture
*	Pink Dawn
*	Polinetta
*	President Hoover
*	Radiance
*	Red Hoover
*	Radiance
*	Red Talisman
*	Shining Star
*	Signora
*	Sister Therese
*	Snowbird
*	Souv. de Cl. Pernet
*	Talisman
*	Texas Centennial
*	The Doctor
*	Virgo
*	Will Rogers

Nonpatented Babies

*	Dick Koster
*	Gloria Mundi
*	Orange Triumph

Nonpatented Floribundas

Grade 1 1/2	Variety
*	Charlie McCarthy
*	Donald Prior
*	Else Poulsen
*	Eutin
*	Floradora
*	Fresham
*	Garnette
*	Improved Lafayette
*	Poulsen's Bedder
*	Red Ripples
*	Rose Elfe
*	Snowbank
*	The Fairy

Nonpatented Climbers

*	Cl. American Beauty
*	Cl. City of York
*	Cl. Doubleloons
*	Cl. Etoile de Hollande
*	Cl. Gardenia
*	Cl. Mary Wallace
*	Cl. New Blaze
*	Cl. Paul's Lemon Pillar
*	Cl. Silver Moon
*	Cl. Talisman
*	Cl. Temptation
*	Cl. White Dawn

**EASTERN NURSERYMEN: Contact Frank
C. Donovan, 130 E. 233rd Street, Euclid, Ohio.**



PETERSON & DERING

ROSE GROWERS • SCAPPOOSE, OREGON

TELEPHONE LINDEN 3-6323



CARTWRIGHT NURSERIES

COLLIERVILLE, TENN.

Phone: Ulysses 3-23

SPRING, 1958

All nursery stock is sold F.O.B. Collierville, Tenn.; however, we will, if desired, arrange for delivery of stock to purchaser. We have access to a large fleet of refrigerator trucks, which can be hired on a mileage basis, so as to provide very economical and safe transportation. In any event stock travels at the risk of the purchaser.

Our stock is individually graded and tagged by a competent superintendent before it is dug and is graded and handled as carefully as possible to insure delivery to you of top-quality stock in good condition. Claims made within 10 days of receipt of stock will receive careful consideration. Our grades are at least up to American Association standards and are often better. Come to the nursery and see our stock in the fields.

All prices are subject to change without notice and all prices are based on truck-load or carload quantities.

Stock marked with *(asterisk) sold out for this season.

CONIFERS

All of our Junipers are many times sheared, none of them less than eight times, and many of our arborvitae are also sheared. This stock is of specimen quality and guaranteed to please.

Arborvitae, orientalis Baker
24 to 30 ins. \$1.00
*30 to 36 ins. 1.40
3 to 4 ft. 2.00

Arborvitae, orientalis Berckmans
(Berckmans Dwarf Golden)
12 to 15 ins. 1.00
15 to 18 ins. 1.25
18 to 24 ins. 1.60
*24 to 30 ins. 2.00

Arborvitae, orientalis Blue Cone
*18 to 24 ins. 1.00
*24 to 30 ins. 1.35
*30 to 36 ins. 1.60
3 to 4 ft. 2.20

Arborvitae, orientalis Bonita
15 to 18 ins. 1.25
18 to 24 ins. 1.60
24 to 30 ins. 2.00
30 to 36 ins. 2.50

Arborvitae, orientalis Excelsa
*30 to 36 ins. 1.50
3 to 4 ft. 2.00
4 to 5 ft. 3.00
*5 to 6 ft. 4.00

Arborvitae, orientalis fruitlandi
(Dark Green Berckmans)
18 to 24 ins. 1.50
24 to 30 ins. 1.75
30 to 36 ins. 2.25

Arborvitae, orientalis newarkii
*24 to 30 ins. 1.25
*30 to 36 ins. 1.50
*3 to 4 ft. 2.00
4 to 5 ft. 3.00
*5 to 6 ft. 4.00

Arborvitae, American Dark Green
24 to 30 ins. 1.50
30 to 36 ins. 2.25
3 to 4 ft. 3.00
4 to 5 ft. 3.75

Arborvitae, American Pyramidal
24 to 30 ins. 1.50
3 to 4 ft. 3.00
4 to 5 ft. 3.75

Arborvitae, American compacta erecta globosa
18 to 24 ins. \$1.75
24 to 30 ins. 2.25

Arborvitae, American Globe (globosa)
12 to 15 ins. 1.25
15 to 18 ins. 1.60
18 to 24 ins. 2.00
*24 to 30 ins. 2.50

Cedrus atlantica
*2 to 3 ft. 1.50
*3 to 4 ft. 2.50

Cedrus deodara
*2 to 3 ft. 1.50
*3 to 4 ft. 2.50
4 to 5 ft. 3.50
5 to 6 ft. 5.00

Cypress, Blue Lawson
30 to 36 ins. 1.75

Chamaecyparis Cyane Viridis
18 to 24 ins. 1.25
24 to 30 ins. 1.75
30 to 36 ins. 2.00

Juniper, Andorra
15 to 18 ins. 1.20
18 to 24 ins. 1.60

Juniper, hetzi glauca
15 to 18 ins. 1.25
18 to 24 ins. 1.75
24 to 30 ins. 2.25

Juniper, chinensis pfitzeriana
Many times sheared, very heavy
12 to 15 ins. 1.10
15 to 18 ins. 1.50
18 to 24 ins. 2.00
24 to 30 ins. 2.75
30 to 36 ins. 3.50

Juniper, pfitzeriana Blue
15 to 18 ins. 1.50
18 to 24 ins. 2.00

Juniper, pfitzeriana compacta
12 to 15 ins. 1.10
15 to 18 ins. 1.50
18 to 24 ins. 2.00
24 to 30 ins. 2.75
*30 to 36 ins. 3.50

Juniper, pfitzeriana Golden
*15 to 18 ins. 1.50
*18 to 24 ins. 2.00

We have 850,000 B&B evergreens ready for market this season in our 1500-acre nursery.

Juniper, pfitzeriana nana (Armstrong's)
12 to 15 ins. \$1.75
*15 to 18 ins. 2.25
18 to 24 ins.
24 to 30 ins.

Juniper, densa glauca
2 to 3 ft.
3 to 4 ft.

Juniper, excelsa stricta
15 to 18 ins.
18 to 24 ins.
24 to 30 ins.

Juniper, fastigiata
24 to 30 ins.

Juniper, virginiana repandens
15 to 18 ins.
18 to 24 ins.
24 to 30 ins.

Juniper, sabin
12 to 15 ins.
15 to 18 ins.
18 to 24 ins.

Juniper, sabin vancehron
15 to 18 ins.
18 to 24 ins.
24 to 30 ins.

Juniper, scopulorum kenyonii
*18 to 24 ins.
*24 to 30 ins.
*30 to 36 ins.

Juniper, sylvestris
*2 to 3 ft.
*3 to 4 ft.
4 to 5 ft.

Juniper, virginalis
15 to 18 ins.
18 to 24 ins.
*24 to 30 ins.

Juniper, virginiana burki, well-sheared
*2 to 3 ft.

Juniper, virginiana cancerti, well-sheared
2 to 3 ft.
3 to 4 ft.
4 to 5 ft.
*5 to 6 ft.

Juniper, virginiana glauca
*2 to 3 ft.
3 to 4 ft.

Pinus nigra (Austrian Pine)
2 to 3 ft.
*3 to 4 ft.

Pinus strobus (White Pine)
2 to 3 ft.

BROAD-LEAVED EVERGREENS

broad-leaved evergreens are well-specified stock. Most of them many sheared, and the quality is guaranteed to you.

<i>grandiflora</i>	
to 3 ft.	\$1.00
to 4 ft.	1.25
<i>hastata</i>	
to 18 ins.	1.50
<i>laevigata</i> , light grade	
to 15 ins.	1.00
to 18 ins.	1.50
<i>linearis</i>	
to 24 ins.	1.00
to 3 ft.	1.50
<i>nitida</i>	
to 3 ft.	1.00
to 4 ft.	1.50
<i>opaca</i>	
to 3 ft.	1.00
to 4 ft.	1.50
<i>opaca</i> <i>simoni</i>	
to 3 ft.	1.00
to 4 ft.	1.50
<i>opaca</i> <i>coloratus</i>	
to 24 ins.	1.00
to 3 ft.	1.25
<i>opaca</i> <i>patens</i>	
to 24 ins.	1.00
to 30 ins.	1.25
to 36 ins.	1.50
to 4 ft.	2.00
<i>opaca</i> <i>burfordi</i>	
larger sizes with berries, selected	
well-sheared plants, 20% extra.	1.00
to 18 ins.	1.25
to 24 ins.	1.50
to 30 ins.	2.00
to 36 ins.	2.50
to 4 ft.	2.75
to 5 ft.	3.50
<i>opaca</i> <i>femina</i>	
to 24 ins.	1.50
to 30 ins.	2.00
to 36 ins.	2.50
to 4 ft.	3.25
<i>opaca</i> <i>convexa</i> (bullata),	
well-sheared, compact	1.00
to 15 ins.	1.25
to 18 ins.	1.50
to 24 ins.	1.75
to 30 ins.	2.25
<i>opaca</i> <i>Bilexi</i> , selected type similar	
to 18 ins., but stronger grower	1.00
to 24 ins.	1.50
to 30 ins.	2.00
<i>opaca</i> <i>repandens</i> , dwarf, spread-	
ing, compact	1.25
to 18 ins.	1.75
to 24 ins.	1.75
<i>opaca</i> <i>retundifolia</i> , well-sheared,	
very heavy	.80
to 15 ins.	1.00
to 18 ins.	1.50
to 24 ins.	2.00
to 30 ins.	2.50
<i>opaca</i> , seedlings, sheared	
to 3 ft.	1.50
to 4 ft.	2.50
to 5 ft.	3.50
to 6 ft.	5.00
<i>opaca</i> <i>Croonenburg</i>	
to 3 ft.	2.00
to 4 ft.	3.00
to 5 ft.	4.00
to 6 ft.	5.00
<i>East Palatka</i>	
to 3 ft.	2.00
to 4 ft.	3.00
to 5 ft.	4.00
to 6 ft.	5.00
to 8 ft.	7.50
to 10 ft.	12.50
to 12 ft.	17.50

<i>Ilex opaca howardi</i>	
2 to 3 ft.	\$2.00
3 to 4 ft.	3.00
4 to 5 ft.	4.00
5 to 6 ft.	5.00
<i>Ilex opaca Hume No. 2</i>	
2 to 3 ft.	2.00
3 to 4 ft.	3.00
4 to 5 ft.	4.00
5 to 6 ft.	5.00
<i>Ilex opaca Reynolds</i>	
2 to 3 ft.	2.00
3 to 4 ft.	3.00
<i>Ilex vomitoria</i> , well-sheared, very good	
18 to 24 ins.	1.00
24 to 30 ins.	1.50
30 to 36 ins.	2.00
3 to 4 ft.	2.50
4 to 5 ft.	3.00
5 to 6 ft.	4.00
<i>Ilex vomitoria nana</i> , very dwarf type	
12 to 15 ins.	1.25
<i>Ilex vomitoria</i> <i>Pride of Houston</i> , heavily sheared	
18 to 24 ins.	1.00
24 to 30 ins.	1.50
30 to 36 ins.	2.00
3 to 4 ft.	2.50
4 to 5 ft.	3.00
<i>Illicium anisatum</i>	
2 to 3 ft.	1.25
<i>Jasminum floridum</i>	
15 to 18 ins.	1.00
18 to 24 ins.	1.25
24 to 30 ins.	1.50
<i>Ligustrum lucidum</i> (Black Wax)	
*24 to 30 ins.	1.00
*30 to 36 ins.	1.25
<i>Ligustrum lucidum</i> , Griffin type	
24 to 30 ins.	1.00
30 to 36 ins.	1.25
<i>Ligustrum lucidum</i> (Suwannee River)	
15 to 18 ins.	1.75
18 to 24 ins.	2.25
24 to 30 ins.	2.75
<i>Laurocerasus caroliniana</i> (Cherry Laurel), heavily sheared	
2 to 3 ft.	1.25
3 to 4 ft.	1.50
4 to 5 ft.	2.50
5 to 6 ft.	3.50
6 to 8 ft.	5.00
<i>Loropetalum chinense</i> (Texas Fringe)	
18 to 24 ins.	1.25
24 to 30 ins.	1.50
30 to 36 ins.	2.00
<i>Magnolia grandiflora</i>	
2 to 3 ft.	2.00
3 to 4 ft.	3.00
4 to 5 ft.	4.00
5 to 6 ft.	5.00
6 to 8 ft.	7.50
<i>Magnolia glauca</i>	
2 to 3 ft.	1.50
3 to 4 ft.	2.50
4 to 5 ft.	3.50
5 to 6 ft.	5.00
6 to 8 ft.	7.50
<i>Nandina domestica</i>	
15 to 18 ins.	.80
18 to 24 ins.	1.00
24 to 30 ins.	1.25
30 to 36 ins.	1.50
3 to 4 ft.	2.00
<i>Osmanthus fortunei</i>	
*18 to 24 ins.	1.25
24 to 30 ins.	1.50
<i>Viburnum burkwoodii</i>	
18 to 24 ins.	1.50
24 to 30 ins.	1.75
30 to 36 ins.	2.00

LINING-OUT STOCK

Liners—Potted

* <i>Chamaecyparis Cyano Viridis</i> , 3-in. pot	\$0.12 1/2
<i>Elaeagnus simoni</i> , 3-in. pot	.12 1/2
<i>Ilex fosteri</i> No. 2, 2 1/2-in. rose pot	.17 1/2
<i>Illicium anisatum</i> (Spring), 2 1/2-in. pot	.12 1/2
<i>Ilex crenata convexa</i> , 2 1/2-in. rose pot	.15
<i>Ilex crenata repandens</i> , 2 1/2-in. rose pot	.15
<i>Ilex opaca East Palatka</i> , 2 1/2-in. rose pot	.17 1/2
<i>Ilex opaca howardi</i> , 2 1/2-in. rose pot	.17 1/2
<i>Ilex opaca Hume No. 2</i> , 2 1/2-in. rose pot	.17 1/2
<i>Ilex vomitoria femina</i> , 2 1/2-in. rose pot	.12 1/2
<i>Ilex vomitoria</i> <i>Pride of Houston</i> , 2 1/2-in. rose pot	.12 1/2
<i>Laurocerasus caroliniana</i> , 2 1/2-in. pot	.12 1/2
<i>Lonicera yunnanensis</i> , ready for cans, 4-in. pot	.17 1/2
<i>Nandina domestica</i> , 2 1/2-in. rose pot	.10
<i>Thuja occidentalis nigra</i> , 2 1/2-in. rose pot	.15
<i>Thuja orientalis Excelsa</i> , 2 1/2-in. rose pot	.15
<i>Thuja orientalis newarkii</i> , 2 1/2-in. rose pot	.15
<i>Thuja orientalis Bonita</i> , 2 1/2-in. rose pot	.15

Liners—Bed-Grown

<i>Euonymus alatus compactus</i> , 2-yr., 8 to 10 ins.	.15
<i>Ilex rotundifolia</i> , 2-yr., sheared, 8 ins.	.12 1/2
<i>Jasminum floridum</i> , 1-yr., 8 to 12 ins.	.12 1/2
<i>Euonymus</i> , small-leaved, spreading, 1-yr., 8 to 12 ins.	.10

Liners—Field-Grown

<i>Juniper, hetzi glauca</i> , 1-yr., 6 to 8 ins.	.10
<i>Juniper, hetzi glauca</i> , 1-yr., 8 to 12 ins.	.12
<i>Juniper, excelsa stricta</i> , 1-yr., 6 to 8 ins.	.10

Transplants—from field rows

<i>Ilex rotundifolia</i> , TT, 3-yr., 8 to 10 ins.	.25
<i>Ilex rotundifolia</i> , TT, 4-yr., 12 to 15 ins.	.35
<i>Juniper, Pfitzer</i> , T, 2-yr., 10 to 12 ins.	.35
<i>Juniper, hetzi glauca</i> , T, 2-yr., 10 to 12 ins.	.30

DECIDUOUS TREES,

B&B

<i>Cornus florida</i> (White Dogwood)	
2 to 3 ft.	\$1.00
3 to 4 ft.	1.50
4 to 5 ft.	2.00
5 to 6 ft.	2.75
6 to 8 ft.	4.00
<i>Cornus florida rubra</i> (Pink-Flowering Dogwood)	
24 to 30 ins.	1.50
30 to 36 ins.	2.00
3 to 4 ft.	3.00
<i>Magnolia soulangeana</i> (Pink Magnolia)	
3 to 4 ft.	2.75
4 to 5 ft.	3.50
5 to 6 ft.	4.50

GALLON-SIZE
CONTAINER-GROWN
STOCK

80c each

<i>Arbutus</i> , <i>Berkmans</i>	
<i>Arbutus</i> , <i>Blue Cone</i>	
<i>Juniper</i> , <i>Pfitzeriana</i>	
<i>Juniper</i> , <i>Pfitzeriana compacta</i>	
<i>Juniper</i> , <i>excelsa stricta</i>	
<i>Juniper</i> , <i>fastigiata</i> (Improved Irish)	
<i>Juniper</i> , <i>hetzi glauca</i>	
<i>Juniper</i> , <i>sabina</i>	
<i>Magnolia grandiflora</i>	
<i>Ilex burfordi</i>	
<i>Ilex rotundifolia</i>	
<i>Ilex convexa</i> (bullata)	
<i>Ligustrum lucidum</i>	
<i>Pyracantha formosana</i> , red	
<i>Pyracantha lalandi</i> , orange	
<i>Gardenia fortunei</i>	

CARTWRIGHT NURSERIES, COLLIERVILLE, TENN.

GRAFTED STOCK FOR SPRING, 1958, DELIVERY

Grafts are normally ready for shipment after April 15. Since there is a possibility of damage by late spring frost, kindly give a shipping date when you feel it is safe to plant without frost injury.

	Per 10	Per 100
<i>Acer palmatum atropurpureum</i>	\$7.50	\$65.00
<i>Acer palmatum dissectum atropurpureum</i>	7.50	65.00
<i>Acer rubrum columnare</i>	7.50	65.00
<i>Acer saccharum monumentale</i>	7.50	65.00
<i>Cedrus atlantica glauca</i>	7.50	65.00
<i>Cornus florida alba plena</i>	6.50	55.00
<i>Cornus florida rubra</i>	6.50	55.00
<i>Cornus florida rubra Prosser</i>	7.50	65.00
<i>Cornus kousa chinensis</i>	6.50	55.00
<i>Fagus sylvatica riversi</i>	6.50	55.00
<i>Ilex opaca femina</i>	7.50	65.00
Arden	Judge Brown	
Boyce Thompson No. 3	Lake City	
Cheerful	Mae	
Christmas Tide	Manig	
Delia Bradley	Miss Helen	
Farage	Osa	
Hookstraw (Old Heavy Berry)	Richards	
Joyce		
<i>Ilex opaca mascula</i>	7.50	65.00
<i>Ilex opaca mascula Judge Brown No. 9</i>	7.50	65.00
<i>Juniperus chinensis columnaris glauca</i>	6.50	55.00
<i>Juniperus chinensis columnaris viridis</i>	6.50	55.00
<i>Juniperus chinensis keteleeri</i>	6.50	55.00
<i>Juniperus chinensis neaboriensis</i>	6.50	55.00
<i>Juniperus chinensis sargentii</i>	6.50	55.00
<i>Juniperus chinensis sargentii glauca</i>	6.50	55.00
<i>Juniperus sabina vonehron</i>	6.50	55.00
<i>Juniperus squamata meyeri</i>	6.50	55.00
<i>Juniperus virginiana burki</i>	6.50	55.00
<i>Juniperus virginiana canaerti</i>	6.50	55.00
<i>Juniperus virginiana elegantissima</i>	6.50	55.00
<i>Juniperus virginiana glauca</i>	6.50	55.00
<i>Juniperus virginiana globosa</i>	6.50	55.00
<i>Juniperus virginiana kostermaniana</i>	6.50	55.00
<i>Juniperus virginiana schottii</i>	6.50	55.00
<i>Juniperus virginiana pyramidaformis hillii</i>	6.50	55.00
<i>Magnolia rustica rubra</i>	7.50	65.00
<i>Magnolia soulangeana</i>	7.50	65.00
<i>Magnolia soulangeana nigra</i>	7.50	65.00
<i>Magnolia stellata</i>	7.50	65.00
<i>Magnolia stellata rubra</i>	7.50	65.00
<i>Magnolia stellata Water Lily</i>	7.50	65.00
* <i>Pinus cembra</i>	7.00	60.00
<i>Thuja occidentalis douglasii spiralis</i>	5.50	45.00
<i>Thuja occidentalis elegantissima</i>	5.50	45.00
<i>Thuja occidentalis lutea Mary Corey</i>	5.50	45.00
<i>Thuja occidentalis lutea Geo. Peabody</i>	5.50	45.00
<i>Thuja occidentalis nigra</i>	5.50	45.00
<i>Thuja occidentalis pyramidalis</i>	5.50	45.00
<i>Thuja occidentalis rosenthalii</i>	5.50	45.00
<i>Thuja occidentalis wareana (sibirica)</i>	5.50	45.00
<i>Thuja orientalis aurea nana</i>	5.50	45.00
<i>Thuja orientalis conspicua</i>	5.50	45.00
<i>Thuja orientalis elegantissima</i>	5.50	45.00
<i>Tsuga canadensis pendula</i>	6.50	55.00

*Five needle pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee.

TERMS

Prices in this list are net cash F.O.B. Mountain View, N. J., but the usual terms will be extended those of established credit. No goods sent C.O.D. unless 25% of amount is sent with order. 5 of one kind will be billed at the 10 rate, 25 at the 100 rate, 250 at the 1000 rate.

Due to handling costs orders for less than \$10.00 cannot be accepted.

From those not acquainted with our stock a trial order will be appreciated. Packing extra at cost.

HESS' NURSERIES

Box 788

Mountain View, N. J.

grants honorary garden science diplomas after a certain number of years' consecutive attendance. A considerable number expected at this year's course will have attended the entire 10 years.

One of the program features will be an afternoon bus tour to the flower-growing fields at Lompoc.

GEORGIA CONVENTION

The annual convention of the Georgia State Nurserymen's Association will be held June 8 to 10 at the Bon Air hotel, Augusta, Ga.

The board of directors met at the home of the executive secretary, Mrs. Willette E. Hume, Atlanta, with the following members attending: President James Patterson, Patterson Nursery, Albany; vice-president Lester C. Helm, Fruitland Nurseries, Augusta; treasurer Frank A. Smith, Frank A. Smith & Co., Atlanta; member at large, Charles M. Morse, Jr., Morse Bros., Chattanooga, Tenn., and the executive secretary.

The dates and place of meeting were changed after a number of facilities failed to prove adequate, and the Alabama Association of Nurserymen set its annual convention at Tuscaloosa June 1 to 3, the same dates the Georgia association had set previously.

An interesting program is being formulated. Subjects for the retail nurserymen, garden center operators and wholesale growers will be given by authorities in their fields. Problems on insects and diseases common in this area will be in the form of panel discussions. Details will be announced later.

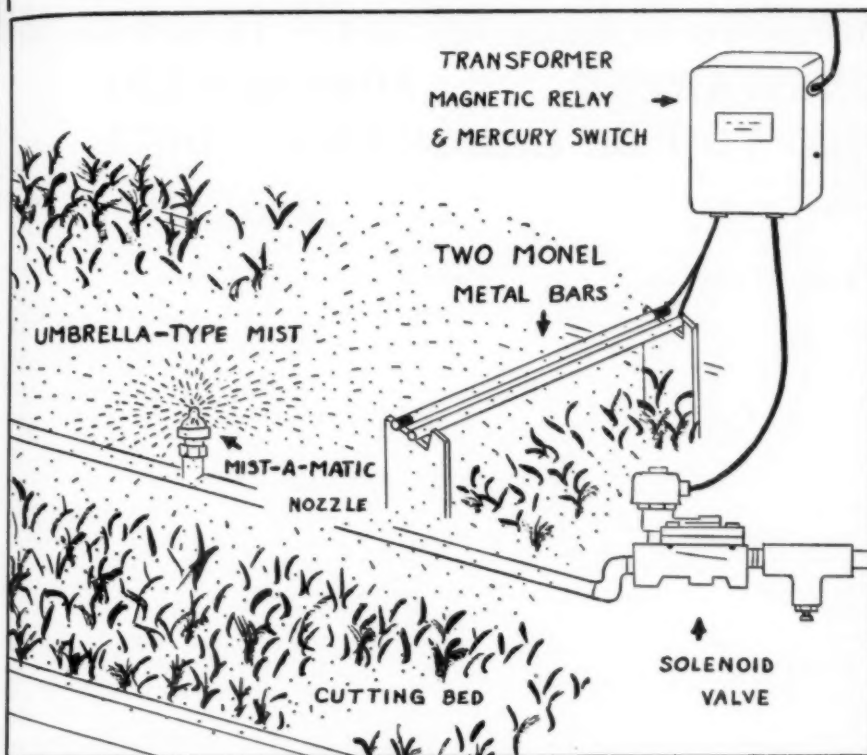
TEXAS SHORT COURSE

A short course for Texas nurserymen will be held at the Memorial student center, of the Agricultural and Mechanical College of Texas, College Station. William R. Fullingim, executive secretary of the Texas Association of Nurserymen, has announced the dates of the event as May 26 to 28.

MISSOURI SHORT COURSE

The annual meeting and short course of the Missouri State Nurserymen's Association will take place June 18 and 19 at the University of Missouri, Columbia. The tentative program includes such subjects as propagation, merchandising, container growing, landscape design, the nurseryman's place in the highway program and the insect and

ONLY Mist-A-Matic works without Clocks!



THE PROBLEM

To control misting cycle according to the weather conditions.

Too much water promotes disease and wastes money.

Too little water causes leaves to wilt and failure to root.

Control of misting cycle should depend on rate of evaporation, which can vary with any change in weather.

Any successful system should be simple and dependable without the necessity of adjusting timing devices.

The secret of success and simplicity of the system is shown in the sketch. Two parallel, spaced Monel metal bars are electrically connected to the magnetic relay transformer and mercury switch. These bars are placed over the cuttings and under the mist umbrella. When enough water accumulates between the bars to make an electrical contact, the mag-

netic relay switch closes the solenoid valve and turns off the mist. When the water evaporates, contact is broken, the relay opens the valve and misting starts. That's the whole story. No intervals to guess—no clocks to reset to follow changing weather. This is the simplest, most positive answer to controlling the time interval or cycle of misting.

-----HANDY ORDER FORM (✓) Check Items Wanted-----

- ☐ Complete MIST-A-MATIC Control System with Solenoid Valve and Strainer \$72.00
- ☐ Complete MIST-A-MATIC Control System without Solenoid Valve and Strainer \$46.00
- ☐ MIST-A-MATIC Nozzle 1/4-in. Pipe Thread (one needed every 4 ft.) \$2.95 ea.
- How Many? ☐ Male Thread ☐ Female Thread (✓) Check which thread.
- ☐ MIST-A-MATIC Nozzle to slip on 1/2-in. copper tubing \$3.45 ea.
- How Many? _____

Payment Enclosed Totaling \$ _____ Ship Via Best Way _____ Other _____

If payment does not accompany order and if you have not established credit with us, we will ship C.O.D.

Ship above order to (Your Name, please print)

(Address, please print)

E. C. GEIGER

**P. O. BOX 270
NORTH WALES, PA.**

EVERGREENS?

ARE YOU PREPARING TO MEET THE GREAT FUTURE DEMAND?

FOREWARNED . . . FOREARMED!

WILL YOU BE CAUGHT NAPPING?

"I think the necessity of being ready increases."
—Abraham Lincoln

— THIS FINE STOCK —

	Per 100	Per 1000
<i>Abelia grandiflora</i> (Glossy Abelia) *Pink flowers all summer, R.C.	\$ 8.00	\$ 64.00
<i>Abelia grandiflora</i> <i>sherwoodii</i> (Sherwood Dwarf Abelia) *Fine foliage, tiny flowers, R.C.	8.00	64.00
<i>Azalea amoena coccinea</i> Splendid dwarf, red flowers. *3 to 6 ins., once transplanted	17.00	136.00
<i>Azalea hinodogiri</i> Dwarf, compact, bright red. *3 to 6 ins., once transplanted	17.00	136.00
<i>Azalea maxwellii</i> (Maxwell Azalea) Superb evergreen, carmine-red. *6 to 9 ins., once transplanted	22.00	176.00
<i>Sherwood Carole Azalea</i> A wonderful dwarf evergreen. Bright, clear cerise. *3 to 6 ins., once transplanted	17.00	136.00
<i>Sherwood Orchid Azalea</i> Flowers clear lavender. Hardy evergreen. *1 to 3 ins., once transplanted	14.00	112.00
<i>Sherwood Red Azalea</i> Compact dwarf and evergreen. *3 to 6 ins., once transplanted	17.00	136.00
<i>Berberis buxifolia nana</i> (Dwarf Magellan Barberry) *Fine compact dwarf, R.C.	10.00	80.00
<i>Berberis chenaultii</i> (Chenault Barberry) *Similar to <i>verruculosa</i> , R.C.	10.00	80.00
<i>Berberis darwini</i> (Darwin Barberry) Deep green, glossy. Bright orange flowers. *9 to 12 ins., once transplanted	27.00	216.00
<i>Berberis julianae</i> (Wintergreen Barberry) *One of the best upright barberries, R.C.	12.00	96.00
<i>Berberis stenophylla</i> <i>Irwinii</i> (Irwin Barberry) Low-growing, yellow flowers. *3 to 6 ins., once transplanted	18.00	144.00
<i>Berberis triacanthophora</i> (Threespine Barberry) *Slender, arching branches, R.C.	12.00	96.00
<i>Buxus sempervirens</i> (Common Box) *Well-known hedge plant, R.C.	8.00	64.00
<i>Buxus sempervirens</i> <i>rotundifolia</i> (Round-leaved Box) *Stout branches, round leaves, R.C.	8.00	64.00
<i>Buxus semp.</i> <i>suff. albo-marg.</i> (Silveredge Dwarf Box) *Dwarf, silvery, R.C.	9.00	72.00
<i>Calluna vulgaris</i> <i>rubra</i> (Red Heather) *A brilliant display of flowering beauty, R.C.	8.00	64.00

<i>Cephalotaxus harringtonia fastigiata</i> (Plum Yew) *Remarkable columnar, yew-like tree, R.C.	Per 100 \$12.00
<i>Chamaecyparis lawsoniana cyano-viridis</i> *Lovely silvery dwarf, New, R.C.	12.00
<i>Chamaecyparis pisifera filifera</i> (Thread Cypress) *A multitude of filaments, R.C.	12.00
<i>Cotoneaster parneyi</i> (Parney Cotoneaster) *A great mass of red berries, R.C.	9.00
<i>Daboecia polifolia</i> (Swedish Bell Heather) *Low-growing. Pink flowers, R.C.	8.00
<i>Daboecia polifolia alba</i> (White Irish Bell Heather) *Nodding flowers of purest white, R.C.	8.00
<i>Daboecia polifolia rosea</i> (Pink Irish Bell Heather) *Flowers are abundant, rosy-lavender, R.C.	8.00
<i>Erica carnea</i> (King George) *Low-growing. Red flowers, R.C.	8.00
<i>Erica carnea</i> (Sherwood Creeping Heath) *Low creeper. Flowers bright carmine-red, R.C.	8.00
<i>Erica carnea</i> (Sherwood Early Red Heath) *An early red. Blooms in January, R.C.	8.00
<i>Erica carnea</i> (Springwood White) *Fine low-growing heath. Flowers pure white, R.C.	8.00
<i>Erica cinerea</i> (C. D. Eason) *Soft pink flowers, R.C.	8.00
<i>Erica mediterranea hybrida</i> (Darley Heath) *Lavender, early, the hardiest, R.C.	8.00
<i>Escallonia langleyensis</i> (Langley Escallonia) *Red flowers, fragrant foliage, R.C.	8.00
<i>Euonymus radicans</i> (Wintercreeper) *Low procumbent shrub, rich green foliage, R.C.	8.00
<i>Euonymus rad. arg.-marg.</i> (Silveredge Wintercreeper) *A variegated, low, procumbent shrub, R.C.	8.00
<i>Euonymus radicans coloratus</i> (Purple-leaved Wintercreeper) *A trailing evergreen, very hardy. *12 to 24 ins., twice transplanted	22.00
<i>Euonymus radicans vegetus</i> (Big-leaved Wintercreeper) *A larger type of radicans, profuse growth, R.C.	8.00
<i>Hypericum calycinum</i> (Aaron's-beard St.-John's-wort) *Thick ground cover, yellow flowers, R.C.	8.00
<i>Hypericum patulum henryi</i> (Henry St.-John's-wort) *3 to 4 ft., yellow flowers, R.C.	8.00
<i>Ilex aquifolium albo-marginata</i> (Silveredge English Holly) *Silvery foliage, red berries, R.C.	12.00
<i>Ilex aquifolium angustifolia</i> (Narrow-leaved English Holly) *Beautiful slender tree, R.C.	12.00
<i>Ilex aquifolium aureo-regina</i> (Golden Queen Holly) *Most beautiful golden holly, R.C.	20.00
<i>Ilex aquifolium pyramidalis</i> (Pyramidal English Holly) *A great abundance of red berries, R.C.	12.00
<i>Ilex crenata rotundifolia</i> *Dwarf, small leaves, R.C.	8.00
<i>Ilex pernyi</i> (Perny Holly) *Dense foliage, prickly leaves, R.C.	10.00

pathological problems of nursery crops.

ILLINOIS MEETING

The summer education meeting of the Illinois State Nurserymen's Association is scheduled for June 25 and 26 at the Morton Arboretum, Lisle, Ill. Although the short course program has not been completed, the emphasis will be on plant materials.

MICHIGAN CONFERENCE

The dates of the third annual conference of the Upper Peninsula Nursery and Landscape Association have been set for March 26 and 27, announces Herman Berg, president. The conference will be held at Es-

canaba, Mich. Speakers on the program include Prof. Donald P. Watson and Richard S. Nuttall, of the ornamental horticulture department, Michigan State University.

Wednesday evening, March 26, members and guests will attend a banquet. Entertainment will be presented. The conference is opened to all nurserymen and landscape men in the area.

SHADE TREE CONFERENCE

The Vanderbilt hotel, Asheville, N. C., has been chosen as the convention site of the National Shade Tree Conference, according to L. C. Chadwick, Ohio State University, Columbus. The dates set for the meeting are August 25 to 29.

SOUTHERN TREE MEETING

The southern chapter of the National Shade Tree Conference will hold a meeting at the Vanderbilt hotel, Asheville, N. C., during the course of the N. S. T. C. convention, August 25 to 29, it has been announced by L. C. Chadwick, secretary of the national group.

CHARLES HESS RETIRES

Charles Hess, Hess' Nurseries, Wayne (formerly Mountain View), N. J., retired January 1 from the nursery business, turning Hess' Nurseries and their operation over to his son, C. W. M. "Hans" Hess, Jr. The firm was started in 1923 as a partnership between Charles Hess and his wife, Alice, and has continued in

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Indies,

	Per 100	Per 1000
<i>Procumbens zabeliana</i> (Zabel Laurel)		
Hardy, semidwarf and a good bloomer.		
1/2 to 9 ins., once transplanted	\$20.00	\$160.00
<i>Teucrium columbianum</i> (Labrador Tea)		
Dark green leaves, white flowers, lovely.		
1/2 to 9 ins., once transplanted	22.00	176.00
<i>Leucosiphon delavayi</i> (Delavay Osmanthus)		
Fragrant white flowers. Lovely, R.C.	9.00	72.00
<i>Osmanthus burkwoodii</i> (Burkwood Osmarea)		
Fine foliage, white flowers, R.C.	9.00	72.00
<i>Yucca terminalis</i> (Japanese Spurge)		
Evergreen and grows in dense masses.		
1-yr. plants	9.00	72.00
<i>Myrica mucronata</i> , pink, white or red		
Name your colors, R.C.	9.00	72.00
<i>Myrica decora</i> (Lance-leaved Phyllyrea)		
Elegant round-topped shrub. White flowers, R.C.	9.00	72.00

DID YOU KNOW?

That there are more than 250,000 species of plants, many of which have hundreds of varieties.

<i>Thuja occidentalis</i> (Nest Spruce)		
Wonderful, dwarf, dark green, flattened globe.		
1/2 to 9 ins., TT., B.R.	50.00	400.00
<i>Thuja occidentalis</i> (Sherwood's Multinomial Spruce)		
Beautiful, dwarf, irregular globe, New.		
1/2 to 12 ins., TT., B.R., near specimens	73.00	
<i>Thuja glauca conica</i> (Dwarf Alberta Spruce)		
Close, compact, narrow pyramid. In great demand.		
1/2 to 9 ins., TT., B.R.	75.00	450.00
1/2 to 12 ins., TT., B.R.	90.00	810.00
<i>Thuja glauca densata</i> (Black Hills Spruce)		
A handsome hardy tree.		
1/2 to 6 ins., once transplanted	9.00	72.00
<i>Thuja pungens</i> (Colorado Spruce)		
One of the most desirable of the spruces.		
1/2 to 15 ins., once transplanted, B.R.	20.00	160.00
<i>Thuja japonica</i> (Japanese Pieris)		
A magnificent shrub. White flowers, R.C.	9.00	72.00
<i>Thuja griffithii</i> (Griffith Pine)		
Sometimes called the blue pine. Rare.		
1/2 to 9 ins., once transplanted	14.00	112.00
<i>Thuja jeffreyi</i> (Jeffrey Pine)		
A rather open picturesque, spire-shaped conifer.		
1/2 to 12 ins., once transplanted	18.00	144.00
<i>Thuja mughoensis compacta</i> (Mugho Pine)		
A dense, stout, dwarf evergreen.		
1/2 to 9 ins., TT., B.R., near specimens	49.00	
1/2 to 12 ins., TT., B.R., near specimens	65.00	
<i>Pinus</i> (Stone Pine)		
Picturesque, bright green.		
1/2 to 9 ins., not transplanted	12.00	96.00
<i>Podocarpus nigrifolius</i> (Blue Rhododendron)		
Dwarf gem, tiny leaves, blue flowers, R.C.	12.00	96.00



SHERWOOD NURSERY CO.
Evergreen - PROPAGATORS AND GROWERS
WHOLESALE

Wholesale list available—trade only.
(It contains complete descriptions.)

CORBETT, ORE.

	Per 100	Per 1000
<i>Taxus baccata</i> (English Yew)		
One of the finest of all hedge subjects.		
9 to 12 ins., TT., B.R., hedge grade	\$41.00	
<i>Taxus baccata dovastoni</i> (Dovaston Yew)		
Dwarf cushion, very choice, R.C.	12.00	\$ 96.00
<i>Taxus baccata pendula</i> (Weeping English Yew)		
Dark green, pendulous. Rare, R.C.	12.00	96.00
<i>Taxus baccata procumbens</i> (Prostrate English Yew)		
Dwarf, compact, symmetrical, R.C.	10.00	80.00
<i>Taxus baccata repandens</i> (Spreading English Yew)		
Choice, dark green spreader, R.C.	10.00	80.00
<i>Taxus bac. repandens aurea</i> (Gold Spreading English Yew)		
Rare golden spreader, R.C.	12.00	96.00
<i>Taxus cuspidata</i> (Japanese Yew)		
One of the most satisfactory of dwarf evergreens.		
9 to 12 ins., TT., B.R., hedge grade	49.00	
<i>Taxus cuspidata columnaris</i> (Columnar Yew)		
Unusual irregular column, R.C.	10.00	80.00
<i>Taxus cusp. fastigiata aurea</i> (Gold Column Japanese Yew)		
Dwarf, compact, very rare and choice, R.C.	12.00	96.00
<i>Taxus media hicksii</i> (Hicks' Yew)		
Hardy, irregular column, R.C.	10.00	80.00
<i>Taxus</i> (name unknown). A dwarf golden globe which is brightest in winter.		
Very fine and very scarce, R.C.	12.00	96.00
<i>Taxus</i> (name unknown)		
Dwarf, light golden globe, Rare, R.C.	12.00	96.00
<i>Teucrium chamaedrys</i> (Chamaedrys Germander)		
Low, heath-like, lavender flowers, R.C.	8.00	64.00
<i>Thuja occidentalis</i> (American Arborvitae)		
Makes fine low hedges or taller windbreaks.		
3 to 4 ft., TT., B.R., hedge grade	97.00	
<i>Thuja occ. pyramidalis</i> (American Pyramidal Arborvitae)		
Dense, beautiful column, R.C.	9.00	72.00
<i>Thuja occidentalis umbraculifera</i> (Umbrella Arborvitae)		
Dwarf, dense, flattened globe, R.C.	9.00	72.00
<i>Viburnum davidii</i> (David Viburnum)		
Popular dwarf with broad leaves, R.C.	12.00	96.00
<i>Vinca minor</i> (Common Periwinkle)		
Superlative evergreen ground cover, blue flowers.		
1-yr. plants	8.00	64.00

— REFER TO OUR CATALOG FOR OTHER ITEMS —

Shipping charges prepaid on stock marked with an asterisk(*). No packing charge. T indicates once transplanted; TT, twice transplanted; B.R., bare-root; R.C., rooted cutting. Rooted cuttings will be shipped when ready varying from February through June and cannot be held. Rooted cutting orders must total a minimum of 100 plants. Please give an alternate variety. 25% down. 25 at 100 rate; 250 at 1000 rate.

specialize in lining-out stock of hardy ornamentals.

Past president of the North Jersey Metropolitan Nurserymen's Association, the New Jersey Association of Nurserymen and of the Passaic county board of agriculture, Mr. Hess also served on the New Jersey state board of agriculture and last year received a citation for distinguished service to New Jersey agriculture. He is currently serving a second term as a member of the board of managers of the college of agriculture, Rutgers University, New Brunswick, N. J.

He and Mrs. Hess are planning a Far East trip this fall that will include visits to Japan, China, the Philippines, Malaya, the Dutch East Indies, Australia, New Zealand and

Hawaii. They then intend to build a home in Florida, where they will spend the winters, returning to their home in New Jersey for the summer seasons.

NEW ENGLAND MEETING

[Continued from page 7]

creased slightly over \$1,000 in the past year. He circulated a printed report showing the financial position of the group.

Regional Report

Heard with interest was the report from region I of the A. A. N., delivered by Valteau Curtis, Curtis Nurseries, Inc., Calicoon, N. Y., region I member, A. A. N. board of directors. He circulated mimeo-

graphed sheets explaining the proposed composition of the board of directors of the A. A. N. to be voted upon by the board of governors at the Dallas meeting next summer. In substance, he explained, it will enlarge the board of directors from eight to 12, adding four special directors, one each from a garden store, landscape, mail-order and agency and wholesale group. He explained that these groups were not all formed or affiliated as yet. These directors, said Mr. Curtis, could not hold a national office, but would have equal voting privileges with the regional directors. The whole idea, he related, is in the formative stage, but the A. A. N. wishes to get the reaction of members before progressing with it at the annual con-

LINERS

2 1/4-in. pots—except where noted. *Bed-grown, shipped bare-rooted. All plants are well established. 250 of one variety at 1000 rate.

	Per 100	Per 1000
BERBERIS		
Candidula	\$22.50	\$200.00
Julianae	20.00	185.00
Verruculosa	22.50	200.00
COTONEASTER		
Francheti	20.00	175.00
Repens	15.00	125.00
CUNNINGHAMIA LANCEOLATA—C. Glauca	25.00	225.00
DEUTZIA		
Gracilis	15.00	125.00
Gracilis rosea	17.50	150.00
EUONYMUS, alatus compactus	17.50	150.00

HEDERA, 75,000, 12 to 15-in. runners	Per 100	Per 1000
Baltic	\$17.50	\$150.00
Hahni	17.50	150.00
Helix (English Ivy)	15.00	125.00
Helix (Small-leaved English Ivy)	15.00	125.00

ILEX	Per 100	Per 1000
Cornuta femina	\$22.50	\$200.00
Cornuta burfordi	20.00	185.00
Crenata convexa	18.50	175.00
Crenata helleri	20.00	185.00
Crenata microphylla	20.00	185.00
Crenata microphylla erecta	20.00	185.00
Glabra	20.00	185.00
Opaca (from choice berry plants)	25.00	200.00
Opaca Croonenburg	25.00	200.00
Opaca howardi	25.00	200.00
JUNIPERUS pfitzeriana	20.00	185.00
LONICERA PILEATA YUNNANENSIS	17.50	150.00
MAHONIA aquifolium	20.00	185.00
OSMANTHUS		
Aquifolium	20.00	185.00
Fortunei	20.00	185.00
PHOTINIA		
Serrulata	20.00	185.00
Glabra	20.00	185.00
PRUNUS LAUROCERASUS		
Officinalis (English Laurel)	20.00	180.00
Schipkaensis	20.00	180.00
PYRACANTHA		
Bakeri (Red Berries)	20.00	185.00
Lalandi	20.00	185.00
Lalandi Royal	22.50	200.00
THUJA (Arborvitae)		
American nigra (compacta)	20.00	185.00
Bakeri	20.00	185.00
Pyramidalis	20.00	185.00
Woodwardi (Globe)	20.00	185.00
* VIBURNUM setigerum, 12 to 15 ins.	15.00	125.00

See other ad in this issue on Shade Trees.

EUONYMUS	Per 100	Per 1000
Coloratus, 2 1/4-in. pots	\$15.00	\$125.00
Ready for Landscape Use.		

Consult our catalog for many other items.

GRESHAM'S NURSERY

Ph.: BE 2-5689 (Day) - BE 2-5680 (Night)

R. F. D. 9, RICHMOND 25, VA.



vention. It is believed by the A. A. N. directors, said Mr. Curtis, that attention should be given special interest groups so they will be part of the national organization.

Continuing with his report, Mr. Curtis called attention to the list of classifications in the A. A. N. membership booklet recently published. A new minimum category has been designated by the letter "M," which calls for \$25 a year dues. The businesses in this category would do an annual volume of trade from \$1,000 to \$24,999. The No. 8 category would include those doing an annual volume of business of \$25,000 to \$49,999.

Transportation Report

In the absence of Klaas Van Hof, Van Hof Nurseries, Portsmouth, R. I., Mr. Van Heiningen read the transportation committee report. He related that the private carrier conference reported that in the recent interstate commerce commission road checks, 3,713 private carrier vehicles were inspected. In the nationwide check, 677 private trucks were "placed out of service" for being "so immediately hazardous to operate as to be likely to cause an accident or have a breakdown."

New and increased penalties were written into the law this year, read Mr. Van Heiningen, for violation of ICC safety rules. New section 222(a) of the interstate commerce act provides a fine of not less than \$100 nor more than \$500 for the first offense. The minimum for subsequent offenses is \$200, and the maximum is \$500. This is a substantial increase over the old law penalties which provided for fines up to only \$100.

The report continued that the post office department has abandoned, temporarily at least, its order to require postal zone numbers on second and third-class mail, effective last October 1. The report was concluded with a statement about the current postal rate increase situation.

The membership report, delivered by Harry Eastman, showed an increase from 181 to 190 active firm members and 35 to 41 associate members in the past year.

Concluding the afternoon's reports, Charles Godin, Adams Nursery, Inc., Westfield, Mass., delegate from region 1 to the executive committee of the A. A. N., urged every member to write to his Congressmen and to members of the Congressional appropriations committee, to urge them to vote against providing funds under the Clark-McNary act, which would get the states back into the nursery business. The same appropriation of

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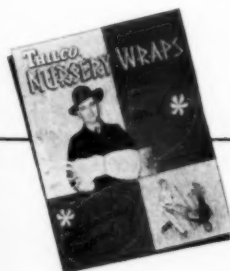


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Thilco's new "small quantity" order plan makes it possible for nurseries, *large or small*, to take full advantage of the superior protective qualities these "tailor made" nursery papers offer.

Now, two of Thilco's *top grade* papers, formerly restricted to "large" users, are available in quantities as low as 500 lbs. per size, in rolls or sheets and priced competitively with so-called standard grades —A choice of either a Wet Strength, Asphalt Laminated Wrap or a Black Polyethylene Coated Wrap.

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LINE NURSERY WRAPS

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Bundle of 15 Musser seedlings, at right, compared with bundle of 15 ordinary seedlings.

MUSSER TREES GROW BEST—

because—GOOD HEREDITY and CAREFUL SELECTION of SEED—SCIENTIFIC CULTURE IN THE NURSERY assure HEAVY ROOTS and STURDY TOPS. Our TREMENDOUS VOLUME enables us to offer MORE FOR YOUR MONEY.

As much difference in seed as in common and purebred cattle.

SEEDLINGS AND TRANSPLANTS AT LOW, QUANTITY PRICE

	Per 100	Per 1000		Per 100	Per 1000
● SPECIAL STRAIN SCOTCH PINE					
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens, with rich color.					
2-yr., S., 4 to 8 ins.	\$ 7.00	\$ 35.00			
4-yr., T., 8 to 14 ins.	25.00	125.00			
● MUGHO PINE					
3-yr., S., 3 to 5 ins.	8.00	40.00			
5-yr., T., 6 to 12 ins.	25.00	.....		
● AUSTRIAN PINE					
3-yr., S., 8 to 14 ins.	10.00	50.00			
● BLACK HILLS SPRUCE					
3-yr., S., 4 to 8 ins.	7.00	35.00			
4-yr., S., 5 to 10 ins.	10.00	50.00			
4-yr., T., 5 to 10 ins.	17.00	85.00			
● NORWAY SPRUCE—Fast-growing					
Special strain of our own collection.					
2-yr., S., 5 to 10 ins.	7.00	35.00			
3-yr., S., 8 to 12 ins.	10.00	50.00			
4-yr., T. (2-2), 10 to 14 ins.	20.00	100.00			
Excellent understock.					
● WHITE SPRUCE					
3-yr., S., 8 to 12 ins.	9.00	45.00			
● COLORADO BLUE SPRUCE					
3-yr., S., 6 to 10 ins.	12.00	60.00			
5-yr., T., 8 to 12 ins.	35.00	175.00			
● DOUGLAS FIR					
2-yr., S., 5 to 10 ins.	7.00	35.00			
● AMERICAN ARBORVITAE					
3-yr., S., 6 to 8 ins.	8.00	40.00			
● CANADIAN HEMLOCK					
3-yr., S., 8 to 12 ins.	24.00	120.00			
● RED BARBERRY					
2-yr., S., 8 to 12 ins.	12.00	.....		
● CONCOLOR FIR					
2-yr., S., 3 to 6 ins.	9.00	45.00			
● JAPANESE YEW					
<i>Taxus cuspidata capitata—upright pyramidal</i>					
2-yr., S., 3 to 6 ins.	\$20.00	\$150.00			
4-yr., T., 6 to 10 ins.	40.00	.....		
<i>Taxus cuspidata—spreading</i>					
1-yr., T., 5 to 6 ins.	20.00	150.00			
2-yr., T., 8 to 12 ins.	40.00	350.00			
<i>Taxus Hicksi—upright</i>					
1-yr., T., 5 to 6 ins.	25.00	175.00			
2-yr., T., 8 to 12 ins.	40.00	300.00			
<i>Taxus brownii</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
<i>Taxus cuspidata capitata—spreading</i>					
From side cuttings.					
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Taxus cuspidata capitata—upright</i>					
From tip cuttings.					
1-yr., T., 6 to 8 ins.	25.00	.....		
<i>Taxus intermedia—spreading</i>					
1-yr., T., 4 to 6 ins.	25.00	175.00			
2-yr., T., 6 to 8 ins.	40.00	350.00			
● JUNIPER HETZI GLAUCOA					
1-yr., T., 5 to 7 ins.	25.00	.....		
● GLOBE ARBORVITAE					
Woodwardii					
2-yr., T., 5 to 8 ins.	90.00	.....		
Hovey's					
1-yr., T., 4 to 6 ins.	30.00	250.00			
● PYRAMIDAL ARBORVITAE—Compacta					
1-yr., T., 5 to 7 ins.	30.00	.....		
● JAPANESE HOLLY					
<i>Ilex rotundifolia</i>					
1-yr., T., 5 to 6 ins.	20.00	175.00			
2-yr., T., 6 to 8 ins.	30.00	250.00			
<i>Ilex convexa</i>					
1-yr., T., 4 to 6 ins.	20.00	175.00			
● WHITE DOGWOOD					
Seedlgs., 4 to 8 ins.	9.00			

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MUSSER FORESTS

Box 16-C
INDIANA, PENNA.

\$4,000,000 as was voted down last year will be up for consideration, he stated.

Opportunity Ahead

The main feature of the final business on Thursday morning, February 6, was an optimistic report delivered by Howard P. Quadland, A. A. N. director of public information, pointing out the opportunities which lie ahead for progressive nurserymen in this industry.

This year, he began, the A. A. N. is trying to instill in the public's mind the idea to start home improvement with the land. Since people spend at least 11 months out of the year at home, they should try to make their home property like a vacationland, he said.

Nursery sales for the fiscal year ending last June, the latest figures available, increased 44 per cent more than the average increase in total consumer expenditures, so that last year nurserymen got more of the consumer dollar. The increase in all consumer expenditures for the period was 4.5 per cent, compared to a 6.5 per cent increase in consumer expenditures for nursery stock. There will come a day, believed Mr. Quadland, when no new home, factory or highway will be built without thought about landscaping.

A big benefit of the highway program will be the dispersal of population, he pointed out. Illustrating the continued spread in the idea of highway landscaping, Mr. Quadland called attention to the \$3,000,000 appropriated for highway landscaping in California for the first time in its history, to approximately \$1,600,000 being spent for landscaping of the Connecticut thoroughway and to Virginia's landscaping of 600 bridges on highways in the state.

Mr. Quadland enumerated many of the feature and news stories printed in publications during the past year, helping to create demand for nursery stock. The market for nursery stock should be tremendous in the next five or 10 years, said Mr. Quadland. The population of the United States is increasing at the rate of 4,000,000 persons a year and houses are wearing out, so that rebuilding will continue at a high rate during the coming years.

Mr. Quadland urged the nurserymen to learn to build up their business personality. He also advised them to strive for customer convenience in selling their nursery stock. A nursery, he said, should have a distinguishing mark on everything going out from it, such as a trademark. Competition from other indus-

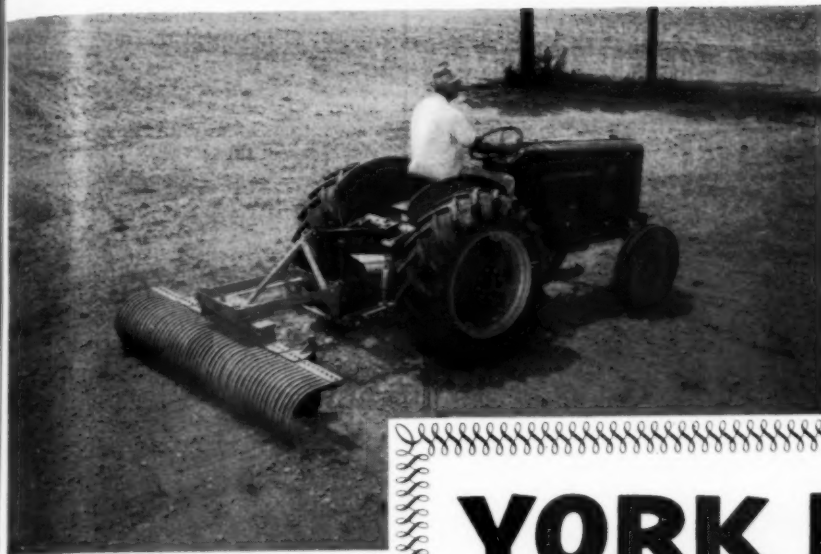


Photo shows the YORK RAKE completing the fairway of a new golf course. Whether it's finish-raking, removing stones, roots or debris, grading or terracing — the York will get the job done quicker, better and more economically.

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Spreading topsoil quickly and evenly, as fast as it can be brought to the job, is another landscaping operation where the YORK RAKE shines. Whatever your landscaping job—you can always rely on the YORK RAKE to get it done.



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Once each year an exceptional opportunity to put your firm in a leadership position advertising-wise is made available to AMERICAN NURSERYMAN advertisers. This is possible through the use of a color advertisement in the outstanding issue of the year—the A. A. N. Convention Number, to be published July 15.

4-color ads \$300 per page

Printing of the color forms in advance of the regular press run makes this low price possible. If you have color plates, take advantage of this special offer. Your product in full color will give great impetus to your trade-paper advertising program.

EXTRA! Being offered for the first time.

2-color ads, printed in red-and-black or green-and-black only—\$200 per page.

For those advertising to the nursery industry, this is the buy of the year.

Forms for the special issue color pages close May 1.

Space reservation deadline—April 1

Write TODAY to:

AMERICAN NURSERYMAN

343 S. Dearborn St. — Chicago 4, Ill.

tries will become greater in the years ahead; so he urged the nurserymen to keep alert.

During the morning session a complete report on the 1957 A. A. N. convention at Miami Beach, Fla., was presented by Mr. Van Heiningen. A motion picture on making burlap in India was enjoyed through the courtesy of Jack Shore, J. Shore & Co., Chelsea, Mass. It was recommended to the association that a letter be sent to Frank LaBar, LaBars' Rhododendron Nursery, Stroudsburg, Pa., an associate member who has been in the hospital for 10 weeks and has had five major operations.

Luncheons

Keeping the evenings free for the nurserymen to enjoy the recreational facilities of Boston, the convention included three luncheons. At the Wednesday luncheon, February 5, entertainment included a singing accordionist, who called upon members for individual and group singing, as well as a humorous speaker, Jimmy Boyd, who evoked gales of laughter. A total of 24 exhibitors introduced themselves and the products they sold.

TRADE PRACTICE MEET

The federal trade commission recently announced it would conduct two sessions of a trade practice conference for the nursery industry. The first session will be held in the Hotel LaSalle, Chicago, Ill., starting at 10 a. m. February 27, and the second in the Roosevelt hotel, New York city, March 10, also at 10 a. m. Commissioner Robert T. Secrest will supervise the proceedings.

The purpose of the conference is to revise and amend the trade practice rules for the industry, as promulgated by the commission on June 27, 1956. Industry members will be given the opportunity to discuss suggested revisions of existing rules covering deception, substitution of products and size and grade designations. Also to be considered is a proposal that a new rule be added to eliminate deceptive use of seals, etc.

However, the commission pointed out, all present rules will be open for discussion and proposed modification.

After the conference, the FTC will release a draft of proposed rules, and a public hearing will be scheduled, at which all interested parties may present their views.

GEORGE H. MARKS announces that the new address of his Argone Landscape Nursery is Cass avenue and 79th street, Westmont, Ill.

PLUMFIELD NURSERIES, Inc.

P. O. Box 471

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TERMS: Cash unless satisfactory credit is established. Packing at cost.

	Per 100	Per 1000
DECIDUOUS SEEDLINGS:		
<i>Acer ginnala</i> (Ginnala Maple) 6 to 12 ins.	\$ 3.00	\$25.00
<i>Acer negundo</i> (Box Elder) 18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
6 to 12 ins.	1.40	12.00
<i>Amelanchier alnifolia</i> (Juneberry) 6 to 9 ins.	4.50	40.00
4 to 6 ins.	3.20	28.00
<i>Ampelopsis velitchi</i> (Boston Ivy) 1/4-in. cal., S.	12.00	100.00
3/16-in. cal., S.	8.00	75.00
Planters, 2/16-in. cal.	5.50	50.00
<i>Caragana arborescens</i> 6 to 9 ins.	1.70	15.00
4 to 6 ins.	1.25	10.00
<i>Celtis occidentalis</i> (Hackberry) 2 to 3 ft.	6.50	60.00
6 to 12 ins.	1.80	15.00
<i>Cercis canadensis</i> (Redbud) 9 to 12 ins.	5.50	50.00
6 to 9 ins.	4.50	40.00
<i>Clematis ligusticifolia</i> 8 to 15 ins., 1-yr.	4.50	40.00
<i>Colutea arborescens</i> (Bladder Senna) 2 to 3 ft.	4.00	55.00
18 to 24 ins.	5.00	45.00
12 to 18 ins.	4.00	35.00
<i>Cornus stolonifera</i> (Dogwood) 18 to 24 ins.	4.00	55.00
12 to 18 ins.	5.00	45.00
6 to 12 ins.	3.00	25.00
<i>Cotoneaster acutifolia</i> 6 to 12 ins.	5.00	45.00
5/32-in. cal., approx. 12 to 18 ins.	8.00	75.00
<i>Crataegus arnoldiana</i> 6 to 12 ins.	4.00	35.00
<i>Elaeagnus angustifolia</i> (Russian Olive) 6 to 12 ins.	2.40	20.00
<i>Elaeagnus commutata</i> (Silverberry) 2 to 3 ft.	9.00	85.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	5.50	50.00
6 to 12 ins.	4.00	35.00
<i>Fraxinus lanceolata</i> (Green Ash) 3 to 4 ft.	5.60	50.00
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
<i>Gleditsia triacanthos inermis</i> (Thornless Honey Locust) 3 to 4 ft.	8.00	75.00
2 to 3 ft.	5.00	45.00
8 to 12 ins.	1.70	14.00
<i>Wild River Grape</i> No. 1	3.50	30.00
No. 2	2.50	20.00

HARDY APPLE UNDERSTOCKS FOR THE NORTH

	Per 100	Per 1000
<i>Malus Columbia</i> No. 1	\$5.50	\$50.00
No. 2	4.50	40.00
<i>Malus Hops</i> No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
<i>Malus Manchurica</i> No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.00	25.00
<i>Malus Rosybloom</i> No. 1	5.50	50.00
No. 2	4.50	40.00

	Per 100	Per 1000
<i>Lonicera tatarica</i> (Honeysuckle) 6 to 9 ins.	\$ 3.20	\$28.00
4 to 6 ins.	2.50	20.00
<i>Morus tatarica</i> (Russian Mulberry) 18 to 24 ins.	3.20	28.00
2 to 3 ft.	4.00	35.00
6 to 12 ins.	1.40	12.00
<i>Prunus americana</i> (Native Plum) 1/4-in. cal. No. 1	4.50	40.00
No. 2	2.90	25.00
No. 3	2.10	18.00
<i>Prunus armeniaca</i> (Chinese Apricot) 2 to 3 ft.	8.00	75.00
18 to 24 ins.	4.50	40.00
6 to 12 ins.	2.50	20.00
<i>Prunus besseyi</i> (Western Sand Cherry) 2 to 3 ft.	8.00	75.00
18 to 24 ins.	5.50	50.00
12 to 18 ins.	3.50	30.00
<i>Prunus japonica</i> 18 to 24 ins.	8.00	75.00
6 to 12 ins.	4.50	40.00
<i>Prunus melanocarpa</i> (Chokeberry) 3/8-in. cal., approx. 12 to 18 ins. 6 to 12 ins.	5.50	50.00
	4.50	40.00
<i>Prunus padus</i> (Mayday) 6 to 12 ins.	4.00	35.00
<i>Prunus serotina</i> (Wild Black Cherry) 2 to 3 ft.	5.50	50.00
18 to 24 ins.	4.50	40.00
12 to 18 ins.	3.50	30.00
6 to 12 ins.	2.50	20.00
<i>Prunus tomentosa</i> (Nanking Cherry) 2 to 3 ft.	14.00	120.00
18 to 24 ins.	8.50	80.00
12 to 18 ins.	6.00	55.00
<i>Pyrus ussuriensis</i> (Korean Pear) No. 1	5.50	50.00
No. 2	4.50	40.00
No. 3	3.50	30.00
<i>Quercus palustris</i> (Pin Oak) 2 to 3 ft.	15.00	140.00
18 to 24 ins.	12.00	110.00
12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00
<i>Quercus rubra</i> (Red Oak) 12 to 18 ins.	8.50	80.00
9 to 12 ins.	7.00	65.00
6 to 9 ins.	5.50	50.00
<i>Rhus canadensis</i> (Sumac), three-leaved 6 to 12 ins.	3.50	30.00
<i>Robinia pseudoacacia</i> (Black Locust) 2 to 3 ft.	4.00	35.00
3 to 4 ft.	5.50	50.00
18 to 24 ins.	3.20	28.00
12 to 18 ins.	2.40	20.00
<i>Syringa vulgaris</i> (Common Lilac) 6 to 9 ins.	3.50	30.00
4 to 6 ins.	2.50	20.00
<i>Ulmus americana</i> (American Elm) 2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.20	28.00
<i>Ulmus pumila</i> (Chinese Elm) 2 to 3 ft.	4.50	40.00
18 to 24 ins.	3.20	28.00
6 to 12 ins.	1.40	12.00
<i>Shepherdia argentea</i> (Buffalo Berry) 6 to 12 ins.	4.00	35.00

	Each 10	Per 100	Per 1000
LINING-OUT EVERGREENS:			
Bare-root.			
<i>Admirabilis Creeping Juniper</i> 12 to 15 ins., TTT	\$0.75	\$0.70	\$0.45
<i>Andorra Juniper</i> 15 to 18 ins., TTT	.95	.90	.85
9 to 12 ins., TTT	.60	.55	.50
<i>Pfitzer Juniper</i> 15 to 18 ins., TTT	1.10	1.00	.90
12 to 15 ins., TTT	.85	.80	.75
9 to 12 ins., TTT	.70	.65	.60
6 to 9 ins., TTT	.45	.40	.35
<i>Gold Tip Pfitzer Juniper</i> 9 to 12 ins., TTT	.70	.65	.60
<i>Hetz Juniper</i> 12 to 15 ins., TTT	.85	.80	.75
9 to 12 ins., TTT	.70	.65	.60
6 to 9 ins., TTT	.45	.40	.35
<i>Savin Juniper</i> 18 to 24 ins., TTT	1.45	1.35	1.25
15 to 18 ins., TTT	1.10	1.00	.90
12 to 15 ins., TTT	.85	.80	.75
9 to 12 ins., TTT	.70	.65	.60
<i>Thuja americana pyramidalis</i> 15 to 18 ins., TTT	1.10	1.00	.90
12 to 15 ins., TTT	.85	.80	.75
9 to 12 ins., TTT	.70	.65	.60
<i>Woodward Globe Arborvitae</i> 9 to 12 ins., TTT	.70	.65	.60
6 to 9 ins., TTT	.45	.40	.35

	Each 5	Per 100
CANNED EVERGREENS:		
<i>Andorra Juniper</i> 1-gal. can	\$1.25	\$1.10
<i>Irish Juniper</i> 1-gal. can	1.25	1.10
<i>Pfitzer Juniper</i> 1-gal. can	1.45	1.35
<i>Savin Juniper</i> 1-gal. can	1.45	1.35
<i>Juniperus virginiana</i> 1-gal. can	1.40	1.30
18 to 24 ins.	1.50	1.40
2 to 3 ft.		
<i>Koster Juniper</i> 1-gal. can	1.45	1.35
<i>Taxus cuspidata</i> 1-gal. can	1.50	1.40
<i>Woodward Globe Arborvitae</i> 1-gal. can	1.25	1.10
<i>Euonymus alatus compactus</i> 1-gal. can	1.00	.90
Canned evergreens packed 5 to a basket.		

	Per 10	Per 100
Shade Trees:		
<i>Ash, Green</i> 1 1/2-in. cal.	\$45.00	\$425.00
1 1/4-in. cal.	35.00	325.00
8 to 10 ft.	25.00	225.00
<i>Crab Apple, Hops</i> 6 to 8 ft.	14.50	150.00
5 to 6 ft.	13.00	120.00
4 to 5 ft.	10.00	90.00
<i>Locust, Honey Thornless</i> 1 1/4-in. cal.	43.00	400.00
8 to 10 ft.	33.00	300.00
6 to 8 ft.	25.00	225.00
<i>Maple, Soft</i> 2-in. cal.	55.00	500.00
1 1/2-in. cal.	35.00	325.00
1 1/4-in. cal.	28.00	250.00
8 to 10 ft.	22.00	200.00

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Salable stock for Spring, 1958, Plantings

DECIDUOUS ORNAMENTAL TREES

	Each 10 rate	Each 100 rate
200 Acer Crimson King, whips, 6 to 7 ft.	3.25	
160 1 to 1 1/4-in. cal., 8 to 10 ft.	10.00	\$ 9.00
50 1 1/4 to 1 1/2-in. cal., 8 to 10 ft.	11.00	10.00
130 Acer dasycarpum, branched, 4 to 6 ft.	.90	
800 6 to 8 ft.	1.75	
200 8 to 10 ft.	2.50	
200 Acer platanoides, whips, 6 to 7 ft.	1.75	
800 branched, 6 to 8 ft.	3.50	3.25
600 branched, 8 to 10 ft.	4.50	4.50
200 1 1/4 to 1 1/2-in. cal., 10 to 12 ft.	6.00	5.50
100 1 1/4 to 1 1/2-in. cal., 10 to 12 ft.	11.00	10.00
100 2 to 2 1/2-in. cal.	14.00	12.00
130 Acer platanoides schwedleri, whips, 6 to 7 ft.	1.75	
160 branched, 6 to 8 ft.	3.25	
100 branched, 8 to 10 ft.	4.50	
100 1 1/4 to 1 1/2-in. cal., 10 to 12 ins.	7.00	6.75
175 1 1/4 to 1 1/2-in. cal., 10 to 12 ins.	9.00	8.00
200 1 1/4 to 2-in. cal.	11.00	10.00
120 Acer saccharum, branched, 6 to 8 ft.	3.25	
100 Acer saccharum, branched, 8 to 10 ft.	6.00	
80 Betula alba, 6 to 8 ft.	2.75	
60 3-stem clumps, 5 to 6 ft.	3.25	
40 clumps, 6 to 7 ft.	5.00	
130 Betula alba laciniata, 6 to 8 ft.	3.75	3.25
60 Castanea mollissima, 3 to 4 ft.	1.35	
85 Castanea mollissima, 4 to 5 ft.	1.60	
60 Catalpa speciosa, 6 to 8 ft.	1.25	
100 Cornus florida, B&B, 3 to 4 ft.	3.00	
80 Cornus florida, B&B, 6 to 7 ft.	3.00	
250 Cornus florida rubra, B&B, 2 to 3 ft.	3.25	3.00
500 B&B, 3 to 4 ft.	4.75	4.50
130 B&B, 4 to 5 ft.	7.50	7.00
175 B&B, 5 to 6 ft.	10.00	
50 B&B, 6 to 8 ft.	13.50	
100 Crataegus cordata, B&B, 2 to 3 ft.	2.25	2.00
50 B&B, 5 to 6 ft.	5.00	
60 B&B, 8 to 10 ft.	9.00	
130 Crataegus oxyacantha Paul's Scarlet, 4 to 5 ft.	2.50	
90 5 to 6 ft.	3.50	
200 6 to 7 ft.	5.00	4.50
* Gleditsia Moraine, whips, 5 to 6 ft.	2.25	
* 1-yr. branched, 5 to 6 ft.	2.75	2.50
* 1-yr. whips, 6 to 7 ft.	2.75	2.50
* 1-yr. branched, 6 to 7 ft.	3.35	3.00
* 1-yr. whips, 7 to 8 ft.	3.35	3.00
* 1-yr. branched, 7 to 8 ft.	4.00	3.60
* 2-yr. branched, 6 to 8 ft.	5.50	5.00
* 2-yr. branched, 8 to 10 ft.	7.75	7.00
* 1 1/4 to 1 1/2-in. cal.	10.00	9.00
(*) Moraine all sizes P.O.B. Dayton, O. Write for folder.	4.50	4.00
150 Gleditsia triacanthos inermis, 8 to 10 ft.	4.50	
100 Laburnum vossii, branched, 4 to 5 ft.	3.00	
50 Laburnum vossii, branched, 8 to 10 ft.	3.00	
80 Magnolia soulangeana, 2 to 3 ft.	4.00	
50 Magnolia soulangeana, 3 to 4 ft.	6.00	
120 Malus Almey, branched, 4 to 5 ft.	1.25	
200 11/16-in. cal., 5 to 6 ft.	2.00	1.75
180 9/16-in. cal., 4 to 5 ft.	1.75	1.50
190 7/16-in. cal., 3 to 4 ft.	1.50	1.25
170 1-yr. whips, 3 to 5 ft.	1.10	1.00
90 Malus Dolgo, branched, 4 to 5 ft.	1.00	
170 Malus Dolgo, branched, 5 to 6 ft.	1.25	
140 Malus eleyi, branched, 4 to 5 ft.	1.25	
60 Malus eleyi, branched, 5 to 6 ft.	1.25	1.50
70 Malus floribunda, branched, 4 to 5 ft.	1.25	
130 Malus floribunda, branched, 5 to 6 ft.	1.70	
200 Malus Hopa, branched, 4 to 5 ft.	1.25	
80 Malus Hopa, branched, 5 to 6 ft.	1.50	
50 Malus hupehensis, branched, 5 to 6 ft.	1.75	
130 Malus ioensis plen Bechtel's, 2 to 3 ft.	1.00	
120 3 to 4 ft.	1.25	
50 4 to 5 ft.	2.35	
25 Populus eugenel, 10 to 12 ft.	2.00	
300 Populus nigra Italica, 6 to 8 ft.	.75	.65
200 10 to 12 ft.	1.00	.90
65 Prunus americana, 2 to 4 ft.	1.25	1.25
30 Prunus americana, 4 to 5 ft.	2.00	
60 Prunus persica atropurpurea, 3 to 4 ft.	.80	
45 Prunus persica atropurpurea, 4 to 5 ft.	1.10	
90 Prunus persica rubra, 3 to 4 ft.	.80	
40 Prunus persica rubra, 4 to 5 ft.	1.10	
250 Prunus pissardi Newport, 4 to 5 ft.	1.50	
130 Prunus pissardi Newport, 5 to 6 ft.	1.75	
90 Prunus pissardi Thundercloud, 4 to 5 ft.	1.70	
60 Prunus pissardi Thundercloud, 5 to 6 ft.	1.75	
100 Prunus serrulata Kwanzan, 4 to 5 ft.	3.00	
200 Prunus serrulata Kwanzan, 6 to 7 ft.	5.00	
100 Prunus subhirtella pendula, 1-yr. heads, 6-ft. stem.	3.00	4.50
100 Prunus triloba, 2 to 3 ft.	1.25	
50 Prunus triloba, 3 to 4 ft.	1.50	
160 Quercus palustris, 5 to 6 ft.	3.00	
200 Quercus palustris, 6 to 8 ft.	4.00	3.50
100 Salix babylonica, 6 to 8 ft.	1.75	1.50
200 Salix blanda, 5 to 6 ft.	1.10	
90 6 to 8 ft.	1.55	
60 8 to 10 ft.	1.50	
200 Salix Niobe, 5 to 6 ft.	1.25	
130 6 to 8 ft.	1.50	
70 8 to 10 ft.	3.50	
150 Sorbus americana, 6 to 8 ft.	3.25	3.00
50 8 to 10 ft.	4.00	
25 1 1/4 to 2-in. cal.	8.00	

DECIDUOUS ORNAMENTAL TREES—Continued

	Each 10 rate	Each 100 rate
200 Sorbus aucuparia, 5 to 6 ft.	2.00	
130 6 to 8 ft.	3.00	
80 8 to 10 ft.	4.00	
130 Ulmus pumila, 6 to 8 ft.	1.50	

2000 Daphne encaurum, in paper pots.

5 to 7 ins. 125 and up 80¢ each

.90¢

DECIDUOUS ORNAMENTAL SHRUBS

	Each 10 rate	Each 100 rate
800 Althaea (Rose of Sharon), 2 to 3 ft.	\$0.60	
600 Althaea (Rose of Sharon), 3 to 4 ft.	.75	
Varieties: Ardens, Boule de Feu, Jeanne d'Arc, Lady Alice Stanley, Lucy, Paeoniflora, Purpurea, Rubis.		
200 Aralia pentaphylla, 18 to 24 ins.	.40	
90 2 to 3 ft.	.35	
55 3 to 4 ft.	.65	
150 Aronia arbutifolia, 12 to 18 ins.	.45	
200 18 to 24 ins.	.60	
250 2 to 3 ft.	.70	
200 Azalea mollis, 15 to 18 ins.	3.25	2.00
350 Azalea poukhanensis, 15 to 18 ins.	2.75	
900 Berberis thunbergii, 12 to 18 ins. \$250 per 1000.	.35	
1200 18 to 24 ins. \$350 per 1000.	.45	
700 2 to 2 1/2 ft.	.50	
1200 Berberis thunbergii atropurpureum, 12 to 18 ins.	.50	
1000 18 to 24 ins.	.60	
200 2 to 2 1/2 ft.	.75	
800 Buddleia (in variety), 2-yr. No. 1.	.60	
Varieties: Charming, Dubonnet, Fireflame, Ile de France, Variegata.		
110 Calliandra purpurea, 18 to 24 ins.	.45	
120 Calliandra purpurea, 2 to 3 ft.	.35	
200 Calycanthus floridus, 18 to 24 ins.	.65	
170 Cornus alba sibirica, 18 to 24 ins.	.30	
100 2 to 3 ft.	.40	
135 3 to 4 ft.	.50	
100 Cornus paniculata, 18 to 24 ins.	.45	
150 Cornus paniculata, 2 to 3 ft.	.35	
100 Cornus stolonifera lutea, 18 to 24 ins.	.45	
65 Cornus stolonifera lutea, 3 to 4 ft.	.65	
170 Cotoneaster acutifolia, 18 to 24 ins.	.60	
100 Cotoneaster acutifolia, 2 to 3 ft.	.65	
600 Cotoneaster divaricata, 12 to 18 ins.	.35	
170 18 to 24 ins.	.90	
150 2 to 3 ft.	1.25	
200 Cotoneaster horizontalis, paper pots, 9 to 12 ins.	1.40	1.20
800 12 to 15 ins.	1.85	1.70
150 15 to 18 ins.	2.10	
160 Cydonia Crimson Beauty, 2 to 3 ft.	1.00	
450 Cydonia japonica, 12 to 18 ins.	.35	
500 Cydonia japonica, 18 to 24 ins.	.35	
600 Cydonia japonica rubra, 12 to 18 ins.	.40	
100 18 to 24 ins.	.70	
130 2 to 3 ft.	.80	
160 Cydonia sanguinea, 2 to 3 ft.	.80	
50 Cydonia sanguinea, 3 to 4 ft.	.80	
300 Deutzia gracilis, 12 to 15 ins.	.60	
200 Deutzia gracilis, 16 to 18 ins.	.70	
200 Deutzia gracilis rosea, 15 to 18 ins.	.70	
500 Deutzia lemeinei, 12 to 18 ins.	.45	
100 Deutzia lemeinei, 18 to 24 ins.	.60	
170 Deutzia Pride of Rochester, 3 to 4 ft.	.50	
800 Deutzia Pride of Rochester, 3 to 4 ft.	.60	
400 Elaeagnus angustifolia, 18 to 24 ins.	.60	
100 3 to 4 ft.	.75	
200 4 to 5 ft.	.85	
300 Eonymus alatus, 15 to 18 ins.	.95	
100 Eonymus alatus, 18 to 24 ins.	1.10	
130 Eonymus alatus compactus, 15 to 18 ins.	1.10	
85 Eonymus alatus compactus, 18 to 24 ins.	1.35	
150 Eonymus europaeus, 2 to 3 ft.	.45	
300 Eonymus yedoensis, 2 to 3 ft.	.35	
100 Eonymus yedoensis, 3 to 4 ft.	.65	
260 Forsythia fortunei, 2 to 3 ft.	.65	
295 Forsythia fortunei, 3 to 4 ft.	.75	
300 Forsythia intermedia, 2 to 3 ft.	.65	
400 Forsythia intermedia, 3 to 4 ft.	.75	
400 Forsythia Lynwood Gold, 18 to 24 ins.	.50	
675 2 to 3 ft.	.90	
400 3 to 4 ft.	.70	
60 4 to 5 ft.	.85	
145 Forsythia ovata, 18 to 24 ins.	.35	
110 Forsythia ovata, 3 to 4 ft.	.35	
260 Forsythia spectabilis, 18 to 24 ins.	.35	
600 2 to 3 ft.	.35	
300 3 to 4 ft.	.65	
60 4 to 5 ft.	.80	
480 Forsythia Spring Glory, 18 to 24 ins.	.35	
600 2 to 3 ft.	.35	
300 3 to 4 ft.	.65	
35 Hamamelis vernalis, 18 to 24 ins.	.60	
35 Hamamelis vernalis, 2 to 3 ft.	.80	
70 Hamamelis virginiana, 2 to 3 ft.	.80	
160 Hydrangea arborescens grandiflora, 18 to 24 ins.	.70	
145 2 to 3 ft.	.60	
90 3 to 4 ft.	.85	
300 Hydrangea paniculata grandiflora, 18 to 24 ins.	.60	
400 Hydrangea paniculata grandiflora, 2 to 3 ft.	.70	
800 Hypericum densiflorum, 18 to 24 ins.	.50	
140 Hypericum densiflorum, 2 to 3 ft.	.60	
350 Hex verticillata, 2 to 3 ft.	.60	
100 Hex verticillata, 3 to 4 ft.	.75	
200 Kolkwitzia amabilis, 12 to 18 ins.	.45	
180 18 to 24 ins.	.55	
130 2 to 3 ft.	.70	

SURPLUS LIST.

DECIDUOUS ORNAMENTAL SHRUBS—Continued

	Each 10 rate	Each 100 rate
<i>Ligustrum amurense</i> , 12 to 18 ins., \$100 per 1000.....	\$0.12	\$0.10
18 to 24 ins., \$125 per 1000.....	.18	.15
2 to 3 ft., \$175 per 1000.....	.25	.20
3 to 4 ft.....	.35	.30
<i>Ligustrum bodinieri</i> , 12 to 18 ins., \$120 per 1000.....	.18	.15
<i>Ligustrum ibota</i> , 18 to 24 ins., \$100 per 1000.....	.15	.12
2 to 3 ft., \$210 per 1000.....	.25	.23
3 to 4 ft., \$200 per 1000.....	.35	.32
4 to 5 ft., \$400 per 1000.....	.45	.42
<i>Ligustrum ovalifolium</i> , 12 to 18 ins., \$80 per 1000.....	.13	.10
18 to 24 ins., \$100 per 1000.....	.15	.12
2 to 3 ft., \$150 per 1000.....	.20	.17
<i>Ligustrum regelianum</i> , 18 to 24 ins.....	.40	.35
<i>Lonicera tatarica</i> (mixed), 18 to 24 ins.....	.30	.25
2 to 3 ft.....	.40	.35
3 to 4 ft.....	.50	.45
<i>Lonicera tatarica alba</i> , 18 to 24 ins.....	.30	.25
2 to 3 ft.....	.45	.35
3 to 4 ft.....	.70	.65
<i>Lonicera tatarica rubra</i> , 18 to 24 ins.....	.30	.25
2 to 3 ft.....	.45	.35
3 to 4 ft.....	.70	.65
<i>Lonicera zabeli</i> , 18 to 24 ins.....	.50	.45
2 to 3 ft.....	.60	.55
3 to 4 ft.....	.75	.70
<i>Philadelphus coronarius</i> , 18 to 24 ins.....	.40	.35
2 to 3 ft.....	.50	.45
3 to 4 ft.....	.55	.50
<i>Philadelphus coronarius aureus</i> , 12 to 18 ins.....	.85	.80
<i>Philadelphus virginialis</i> , 18 to 24 ins.....	.50	.45
2 to 3 ft.....	.55	.50
3 to 4 ft.....	.75	.70
Philadelphus hybrids: Albatre, Bouquet Blanc, Enchantment.		
18 to 24 ins.....	.45	.40
2 to 3 ft.....	.55	.50
3 to 4 ft.....	.65	.60
<i>Rhododendron vitifolium</i> , 2 to 3 ft.....	.60	.55
<i>Rhus glandulosa rosea</i> , 18 to 24 ins.....	.60	.55
2 to 3 ft.....	.70	.65
3 to 4 ft.....	.65	.60
<i>Rhus tomentosa</i> , 4 to 5 ft.....	.90	.85
<i>Rhodotypos kerrioides</i> , 18 to 24 ins.....	.45	.40
2 to 3 ft.....	.65	.60
3 to 4 ft.....	.75	.70
<i>Rhus cotinus</i> , 18 to 24 ins.....	.65	.60
2 to 3 ft.....	.90	.85
3 to 4 ft.....	1.25	1.10
<i>Salix discolor</i> , 18 to 24 ins.....	.40	.35
2 to 3 ft.....	.50	.45
3 to 4 ft.....	.75	.70
<i>Spiraea Anthony Waterer</i> , 12 to 18 ins.....	.45	.40
<i>Spiraea Anthony Waterer</i> , 18 to 24 ins.....	.65	.60
<i>Spiraea arguta</i> , 18 to 24 ins.....	.45	.40
<i>Spiraea arguta</i> , 2 to 3 ft.....	.55	.50
<i>Spiraea aurea</i> (Physocarpus), 18 to 24 ins.....	.50	.45
2 to 3 ft.....	.60	.55
3 to 4 ft.....	.70	.65
<i>Spiraea cuneata alba</i> , 12 to 18 ins.....	.50	.45
<i>Spiraea cuneata alba</i> , 18 to 24 ins.....	.70	.65
<i>Spiraea foersteri</i> , 12 to 18 ins.....	.45	.40
18 to 24 ins.....	.45	.40
2 to 2½ ft.....	.50	.45
<i>Spiraea prunifolia plena</i> , 18 to 24 ins.....	.55	.50
<i>Spiraea prunifolia plena</i> , 2 to 3 ft.....	.65	.60
<i>Spiraea prunifolia plena</i> , 3 to 4 ft.....	.75	.70
<i>Spiraea thunbergii</i> , 18 to 24 ins.....	.45	.40
2 to 3 ft.....	.55	.50
3 to 4 ft.....	.65	.60
<i>Spiraea vanhouttei</i> , 18 to 24 ins.....	.40	.35
2 to 3 ft.....	.50	.45
3 to 4 ft.....	.60	.55
<i>Symphoricarpos albus racemosus</i> , 18 to 24 ins.....	.40	.35
<i>Symphoricarpos albus racemosus</i> , 2 to 3 ft.....	.50	.45
<i>Symphoricarpos chenaultii</i> , 18 to 24 ins.....	.35	.30
2 to 3 ft.....	.45	.40
3 to 4 ft.....	.50	.45
<i>Symphoricarpos vulgaris</i> , 18 to 24 ins.....	.35	.30
2 to 3 ft.....	.45	.40
3 to 4 ft.....	.55	.50
<i>Syringa chinensis</i> , 2 to 3 ft.....	.65	.60
<i>Syringa villosa</i> , 2 to 3 ft.....	.50	.40
<i>Syringa villosa</i> , 3 to 4 ft.....	.60	.55
<i>Syringa vulgaris</i> , 18 to 24 ins.....	.45	.40
2 to 3 ft.....	.55	.50
3 to 4 ft.....	.75	.70
4 to 5 ft.....	.95	.85
<i>Syringa vulgaris alba</i> , 18 to 24 ins.....	.50	.45
2 to 3 ft.....	.60	.55
3 to 4 ft.....	.70	.65
<i>Viburnum americanum</i> , 18 to 24 ins.....	.50	.45
<i>Viburnum americanum</i> , 2 to 3 ft.....	.70	.65
<i>Viburnum carlesii</i> , B&B, 12 to 18 ins.....	1.75	1.50
18 to 24 ins.....	2.25	2.00
2 to 2½ ft.....	2.75	2.50
<i>Viburnum dentatum</i> , 18 to 24 ins.....	.35	.30
2 to 3 ft.....	.50	.45
3 to 4 ft.....	.75	.65
<i>Viburnum lentago</i> , 2 to 3 ft.....	.60	.50
<i>Viburnum opulus</i> , 18 to 24 ins.....	.55	.45
<i>Viburnum opulus</i> , 2 to 3 ft.....	.65	.60
<i>Viburnum opulus sterile</i> , 18 to 24 ins.....	.60	.55
<i>Viburnum opulus sterile</i> , 2 to 3 ft.....	.70	.65
<i>Weigela Bristol Ruby</i> , 18 to 24 ins.....	.71	.60
<i>Weigela Bristol Ruby</i> , 2 to 3 ft.....	.95	.75
<i>Weigela Eva Rathke</i> , 18 to 24 ins.....	.60	.55
<i>Weigela Eva Rathke</i> , 2 to 3 ft.....	.70	.65

DECIDUOUS ORNAMENTAL SHRUBS—Continued

	Each 10 rate	Each 100 rate
160 <i>Weigela Newport Red</i> , 18 to 24 ins.....	\$0.60	\$0.55
210 <i>Weigela Newport Red</i> , 2 to 3 ft.....	.70	.65
130 <i>Weigela rosea</i> , 18 to 24 ins.....	.55	.50
235 2 to 3 ft.....	.65	.60
80 3 to 4 ft.....	.75	.70
200 <i>Weigela vanhecke</i> , 18 to 24 ins.....	.55	.50
170 2 to 3 ft.....	.70	.65
200 3 to 4 ft.....	.85	.75

HARDY VINES

	Each 10 rate	Each 100 rate
800 <i>Ampelopsis engelmannii</i> , 2-yr., No. 1.....	\$0.40	\$0.35
200 <i>Ampelopsis heterophylla</i> , 2-yr., No. 1.....	.55	.50
900 <i>Ampelopsis lowi</i> , 3-in. pots.....	.50	.45
150 <i>Bignonia radicans</i> , 2-yr., No. 1.....	.45	.40
500 <i>Celastrus orbiculata</i> , 2-yr., No. 1.....	.45	.40
300 <i>Celastrus scandens</i> , 2-yr., No. 1.....	.45	.40
260 <i>Clematis paniculata</i> , 2-yr., No. 1.....	.65	.60
800 <i>Clematis hillebrandii</i> , 2-yr., No. 1.....	.55	.50
300 <i>Lonicera heckrothii</i> , 2-yr., No. 1.....	.50	.45
200 <i>Lonicera sempervirens</i> , 2-yr., No. 1.....	.45	.35
300 <i>Lonicera sempervirens magnifica</i> , 2-yr., No. 1.....	.45	.35
400 <i>Lyrium chinense</i> , 2-yr., No. 1.....	.40	.35
350 <i>Polygonum auberti</i> , 2-yr., No. 1.....	.55	.50
200 <i>Wistaria</i> , purple grafts, 2-yr., No. 1.....	.85	.80

FRUIT TREES AND SMALL FRUITS

STANDARD APPLE

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	\$0.95	\$0.90
2-yr., 7/8-in. cal.....	1.10	1.00
Baldwin.....		
Delicious Red.....		
Delicious Yellow.....		
Early McIntosh.....		
Gravenstein.....		
Hyslop Crab Apple.....		
Cortland, Yellow Transparent, Wealthy.....		

DWARF APPLE

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	1.99	1.75
Baldwin.....		
Delicious Red.....		
Delicious Yellow.....		
McIntosh.....		
Northern Spy.....		

5-N-1 APPLE

	Each 10 rate	Each 100 rate
2-yr., 7/8-in. cal., heavy.....	1.90	1.65
3-yr., 11/16-in. cal., heavy.....	1.65	1.40

STANDARD PEAR

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	1.05	1.00
2-yr., 9/16-in. cal.....	.90	.85

DWARF PEAR

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	1.60	1.35
2-yr., 9/16-in. cal.....	1.35	1.10

CHERRIES, SOUR

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	1.15	1.10
2-yr., 9/16-in. cal.....	1.00	.95

CHERRIES, SWEET

	Each 10 rate	Each 100 rate
2-yr. and 1-yr., branched, 11/16-in. cal.....	1.55	1.50
9/16-in. cal.....	1.30	1.25

PLUM (On Plum)

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	1.15	1.10
2-yr., 9/16-in. cal.....	1.00	.95

PEACH

	Each 10 rate	Each 100 rate
1-yr., 9/16-in. cal.....	.75	.70
1-yr., 7/16-in. cal.....	.60	.55

QUINCE (Orange)

	Each 10 rate	Each 100 rate
2-yr., 11/16-in. cal.....	1.00	.95
2-yr., 9/16-in. cal.....	1.35	1.30

GRAPES, 2-yr., No. 1

	Each 10 rate	Each 100 rate
Agawam.....	\$0.22	\$0.15
Concord.....	.20	.15
Fredonia.....	.22	.15

RASPBERRIES

	Each 10 rate	Each 100 rate
2-yr. transplants, 100 rate, 14c.....		
Cumberland.....		
Indian Summer.....		
Latham.....		

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

THE MOVE TO THE COUNTRY

Perhaps the most important American phenomenon of the past decade has been the movement of a large proportion of the population from the cities to the suburbs and even into the country. This move has been a great boon to our business, but it has not been without its complications and problems. Some of these problems have been expected; others were only vaguely surmised until they assumed large proportions.

Of course, I am most familiar with the situation in Maryland, but with variations, the problems are the same elsewhere. These remarks are not meant as a solution to the problems, for some are quite complex, but rather as a discussion of them and how they may affect us.

One of the most important problems has been and will be sanitation or sewage disposal. This was emphatically brought to everyone's attention locally within the past year in an adjoining county. This county had been enjoying a real-estate boom along its long water front. The western section of the county has tight, heavy clay soil, and most of the land is flat and low, not many feet above sea level.

Building Problem

The state board of health has always had rigid sanitary regulations for private sewage disposal. The officials became alarmed because of the greatly increased building going on and realized that the soil, which would not pass standard percolation and dispersal tests, was being contaminated. Since the homes, which were once one to a farm, are now only 100 feet apart, there is great danger.

The state board of health issued regulations that completely stopped all construction of new homes in the entire area. Naturally, this affected all the economic relations of the area, including the activities of the real-estate men, the contractors, the landscape men and everyone else who did business there. The complete shut-down has since been compromised somewhat, but the difficulty is still there and will remain.

This was a special case due to the soil, but even in other areas the problem remains. In my county

some pollution was found in the inlets of the Chesapeake, which make our area so attractive. This discovery required critical inspection of every property and action to remove the trouble; the contamination is curable, but the correction entails considerable expense to some.

Now the state board of health is endeavoring to put through a regulation requiring that lots away from municipal sewerage systems be no greater in number than 160 to the square mile, or four acres apiece. This is a mighty large lot for a workman from the city or town who wishes to move to the country, and the requirement would have several effects. Carried to the extreme, it would mean the loss of much valuable farm land. While farmers may be producing too much food at present, at the rate the population is growing, this fact may not always be so.

Then there is the matter of land

values. Most desirable water-front property sells for about \$3,000 to \$5,000 per acre, and inland farms around \$300 per acre. If a farmer sells lots from his farm along the main road, he will most likely ask \$500 to \$1,000 per acre, and if a workingman has to pay \$4,000 for four acres, the dream of a home in the country will fade away. And this is in a rural area. The complications and costs would be much greater if the lot were just beyond the sewerage system of a large city like Baltimore Washington or Philadelphia.

Lot size and population have been under a rising trend, apart from the sanitary consideration. Fifty years ago lots in small towns averaged 50 front feet and were often smaller. They were usually smaller where the houses were attached. Today the lot size has grown considerably, even where there is municipal sewage disposal and all utilities, so that in ordinary developments the lot width will average from 100 feet to 125 feet. This situation is fine for the trade. However, it has its complications, even though the conditions may never get like those in Holland, where one can no longer build a house when he feels like it.

Another complication is water;

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... 1 DOZEN PER TRAY**

POTTED NURSERY STOCK

Shade Trees
Flowering Trees
Fruit Trees
Flowering Shrubs
Hardy Vines
Hybrid Rhododendrons
Mollis Azaleas
Ghent Azaleas

B & B NURSERY STOCK

Kurume Azaleas
Glendale Azaleas
Taxus
Hemlocks

price lists sent on request—free delivery on quantity lots

Fred W. Muller, Inc.

Established 1915
P.O. BOX 481, MEDIA, PA.
Phone: LOwell 6-2755

WANTED!

A New Home for 25,000

ILEX CRENATA SEEDLINGS

PRICES

B&B STOCKS*

Sheared Specimens

F.O.B. SEMMES, ALA.

	Per 10	Per 100
10 to 12 ins.....	\$ 9.00	\$ 80.00
12 to 15 ins.....	11.00	100.00
15 to 18 ins.....	13.00	120.00
18 to 24 ins.....	18.00	160.00
24 to 30 ins.....	22.00	200.00
30 to 36 ins.....	25.00	220.00

We also have a nice lot of Ilex Crenata Rotundifolia in sizes 12 to 15 ins., 15 to 18 ins. and 18 to 24 ins. The same prices prevail as on Ilex Crenata seedlings, above.

Write for Our Price List on
Field-grown and Container Stock.

*TRUCK SERVICE

We are able to offer service within a radius of 100 to 2,000 miles from Semmes. Charges average much less than railroad rates, with delivery at your door. If interested, phone or write for further information.

Telephone Mobile, GArden 6-8925

**Tom Dodd
Nurseries, INC.**

SEMMES, ALABAMA

U. S. HIGHWAY 98, NEAR MOBILE

"America's Azalea-Camellia Center"



Photo taken July, 1957, showing a field of Ilex Crenata seedlings. Note compactness and uniformity.

Quality Seedlings and Transplants

PINE — SPRUCE FIR — HEMLOCK

	Per 100	Per 1000
SCOTCH PINE (Austrian Hill)		
2-yr., S., 4 to 6 ins.	\$ 5.50	\$ 30.00
3-yr., T., 3 to 6 ins.	9.00	60.00
4-yr., T., 5 to 10 ins.	10.00	70.00
SCOTCH PINE (German)		
2-yr., S., 4 to 6 ins.	6.00	32.50
SCOTCH PINE (French)		
2-yr., S., 2 to 4 ins.	2.50	12.50
3-yr., S., 4 to 6 ins.	5.00	27.50
SCOTCH PINE (Riga Rigensis)		
2-yr., S., 4 to 6 ins.	5.50	30.00
AMERICAN RED PINE		
2-yr., S., 2 to 4 ins.	5.00	25.00
3-yr., S., 5 to 10 ins.	5.50	30.00
3-yr., T., 3 to 6 ins.	6.50	40.00
4-yr., T., 4 to 8 ins.	7.50	50.00
PONDEROSA PINE		
2-yr., S., 3 to 5 ins.	5.00	25.00
AUSTRIAN PINE		
2-yr., S., 2 to 4 ins.	5.00	25.00
3-yr., S., 5 to 10 ins.	6.50	40.00
MUGHO PINE , sheared		
3-yr., S., 4 to 8 ins.	6.50	40.00
3-yr., T., 3 to 4 ins.	9.50	65.00
4-yr., T., 4 to 8 ins.	12.00	90.00
WHITE PINE		
2-yr., S., 3 to 4 ins.	5.50	30.00
3-yr., T., 3 to 6 ins.	6.50	40.00
COLORADO BLUE SPRUCE , from blue seed trees		
2-yr., S., 3 to 6 ins.	6.00	35.00
3-yr., S., 5 to 10 ins.	7.50	50.00
3-yr., T., 3 to 6 ins.	9.00	60.00
4-yr., T., 4 to 8 ins.	11.00	80.00
5-yr., T., 8 to 12 ins.	15.50	120.00
NORWAY SPRUCE		
2-yr., S., 4 to 6 ins.	5.50	30.00
3-yr., S., 6 to 12 ins.	6.50	40.00
3-yr., T., 4 to 9 ins.	7.50	50.00
4-yr., T., 6 to 10 ins.	9.00	60.00
5-yr., T., 8 to 14 ins.	10.00	70.00
BLACK HILLS SPRUCE		
3-yr., T., 3 to 6 ins.	6.50	40.00
DOUGLAS FIR , blue Colorado seed		
2-yr., S., 3 to 6 ins.	6.50	40.00
3-yr., T., 3 to 6 ins.	8.50	55.00
DOUGLAS FIR , gray Columbia seed		
2-yr., S., 3 to 6 ins.	5.00	25.00
3-yr., S., 5 to 12 ins.	6.50	40.00
4-yr., T., 4 to 6 ins.	9.00	60.00
CONCOLOR, or WHITE FIR		
2-yr., S., 3 to 6 ins.	7.00	45.00
CANADIAN HEMLOCK		
3-yr., T., 3 to 6 ins.	10.00	70.00
4-yr., T., 4 to 8 ins.	11.00	80.00
5-yr., T., 6 to 12 ins.	15.50	120.00
AMERICAN ARBORVITAE		
4-yr., T., 6 to 12 ins.	13.00	100.00
6-yr., T., 12 to 20 ins.	20.00	150.00
CHINESE ARBORVITAE		
3-yr., S., 5 to 12 ins.	9.00	60.00

All prices are F.O.B. shipping point. Cash or 50 per cent deposit with all orders. Balance will be sent C.O.D. When entire payment accompanies order a 2 per cent cash discount is allowed.

Many other nursery items—shrubs, shade and flowering trees, ornamentals, reforestation stock, etc. Our big 1959 catalog free on request; send for it today.

Pikes Peak Nurseries

P. O. Box 670 — Dept. A
Indiana, Indiana County, Pa.

water is not only a problem in the arid parts of the country. Even in the humid east, there are spots where water is scarce. In fact, my part of the state of Maryland is one of the few parts of the east where there is still a large unused water potential underground. The Sparrows Point section of Baltimore area is already an area of critical shortage of underground water supply.

The state of Maryland requires a permit to be obtained before you can sink a deep well. This is true where I live and water is abundant. The permit is invariably granted, but suppose population became so heavy that it became necessary to deny the permit. No water, no home.

We have a planning and zoning commission in our county, and of course most large cities have one. Generally, it directs the orderly growth of the community, but, also, it can profoundly affect it and all businesses, including ours.

EDUCATION DAY

[Continued from page 8]

what conditions actually exist. Photographs can be deceiving and certainly do not adequately present all the pertinent details.

Charges made for landscape plans were discussed. There was no uniformity of thinking. A few made a charge for each home visit. Types of plans varied from quick sketches to paced surveys and, in one or two instances, to a complete set of detailed plans, including a topographical survey.

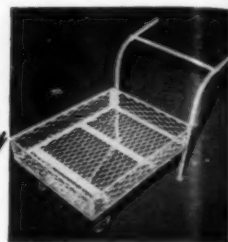
Biddings for Jobs

The subject of contract versus estimate bidding was examined. Some considered contract bidding unfair to the customer, in that each job had to include a high percentage to cover any contingency. In estimate bidding, a practice can be followed of guaranteeing that the cost will not be 10 per cent greater than the estimate. The total bill may be 10 per cent or more under the estimate, and in such case the saving will be reflected in the bill.

A discussion of guarantees of landscape planting followed. At least one firm guaranteed all plantings for one growing season and made no charge for the labor used in replacing the plants. Replacement costs amounted to no more than 2 per cent of the costs, and it was felt that this was an effective way of advertising.

It was generally agreed, but not universally practiced, that a bill for the job should be sent as soon as the planting was finished. Collections

Sturdy
tip-
proof



Cloverset HANDY CARTS

Well-balanced nursery carts of strong welded steel with 24x30x6-in. bed; holds 12 potted roses or equivalent in safe upright position. Two free-running, ball-bearing 10x1.75-in. wheels have semi-pneumatic tires. Shipping weight approximately 45 lbs.; shipped in carton and easily assembled.

\$32.50

F.O.B. Kansas City

Extra sales
for extra
profits with
Cloverset



ROSE & GARDEN DUST

Our own high-Lindane formula proved highly effective against chewing and sucking insects, blackspot and powdery mildew. Water-soluble; may be used as a dust or spray. Five sizes.

Size	Retail	No. in Case	Your Price
8-oz. sifter	\$ 0.85	12, wt. 8 lbs.	\$ 6.80
1-lb. sifter	1.50	12, wt. 12 lbs.	12.00
12-oz. dust gun, 1.50		12, wt. 13 lbs.	12.00
4-lb. container, 4.80		6, wt. 20 lbs.	19.20
50-lb. sack	55.00	wt. 50 lbs.	36.67

100 lbs. or more orders shipped prepaid.

Practical products for
the modern nursery, from



105th and Wornell Rd.
KANSAS CITY 14, MO.

CLOVERSET FARM, Dept. A
105th and Wornell, Kansas City 14, Mo.

Please send items checked:

- ☐ Handy Cart(s) at \$32.50
F.O.B. Kansas City.
- ☐ Complete information on Cloverset
Rose Dust.

Name

Firm

Address

As any practical nurseryman who's used them all can tell you,
when it comes to pots for potting
stock for cash-and-carry sales,



ONE STANDS OUT!

THE *Cloverset* POT

an even **DOZEN** reasons for Cloverset superiority . . .

1. Lasts a full year or more in the sales frame.
2. Contains roots safely within the soil ball; permits transplanting any time.
3. Has adequate bottom opening for good drainage without waterlogging; no gravel necessary.
4. Rests on wide bottom; no blowing over in the frames.
5. Available in sizes to accommodate stock of any salable size.
6. Is neat and uniform in appearance, an asset in the sales area.
7. Tough enough to permit easy handling in potting shed and frame.
8. Easy for customer to remove—at once, week later or even a month after he takes stock home.
9. Saves time required to cut away metal cans before delivery.
10. Need not be removed before plant is delivered to customer.
11. Lightweight (but with all these qualities) to save on freight costs.
12. . . . and sufficiently low-priced so that it may be given away with the plant.

ONLY CLOVERSET POTS give you all these features. In addition, they come stacked in cartons with bottom flaps folded in, ready to use; even inexperienced workers in the potting shed can do a neat job with Cloverset Pots! Order now and be all set for profitable cash-and-carry sales.

Cloverset Pot Prices F.O.B. Kansas City, Mo., and Moorestown, N. J.

SIZES FOR EVERY NEED:

roses, perennials,
shrubs, young trees

SIZE	HEIGHT	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT	F.O.B. KANSAS CITY		F.O.B. MOORESTOWN, N. J.	
No. 0	5 1/4 ins.	5 ins.	4 ins.	200	Per 1000	Per 100	Per 1000	Per 100	Per 1000
No. 1	6 1/4 ins.	6 ins.	5 ins.	100	210 lbs.	\$4.25	\$40.00	\$ 5.25	\$ 48.50
No. 2	7 1/4 ins.	7 ins.	6 ins.	100	340 lbs.	5.25	50.00	6.25	59.50
No. 3	9 ins.	8 ins.	7 ins.	100	535 lbs.	5.75	55.00	7.25	69.50
			8 ins.	100	600 lbs.	6.25	60.00	8.25	78.00
No. 4	13 ins.	12 ins.	...	25	Per 100	25 pots, \$7.75; 50 pots, \$14.60;			
					133 lbs.	75, \$21.75; 100, \$26.15;		30.00	265.00

(We do not break cartons)

ORDER NOW; HAVE POTS ON HAND FOR SPRING POTTING!

CLOVERSET FARM, Dept. A
105th and Wornall Rd.
Kansas City 14, Mo.

Please send items checked; I enclosec.

- ☐ Sample set of 5 pots, 50c (limit one).
☐ Complete information about Cloverset Pots.

NAME

FIRM

ADDRESS

Use coupon to order sample set.



105th and Wornall Rd. KANSAS CITY 14, MO.
EASTERN DISTRIBUTOR, Moorestown Gardens, Moorestown, Burlington
County, N. J.

FLASH! YOU CAN NOW ORDER THE FIRST ALL-AMERICA MUM WINNERS!

Now—for the first time, your customers can have All-America Mums—the first winners in the test gardens of the All-America Mum Selections! This organization of Mum experts has been set up on a competitive basis to determine the NEW CHAMPION MUMS for America each year. Each entry is tested for two years and scored impartially. The winners for 1958 are:

Burning Bronze • Emperor • Ruby King • Showpiece



BURNING BRONZE

Pl. Pat. App. for. Tangerine, bronze and orange medley—a spirited splash of fall color. Very free, vigorous $2\frac{1}{2}$ -foot bush loaded with $2\frac{1}{2}$ -inch blossoms. Wonderful cutting sprays. A real knockout! Suggested retail—\$1.50 each; 3 for \$3.75. Wholesale—25 for \$16.25; 100 for \$50.00; 200 for \$90.00.

EMPEROR

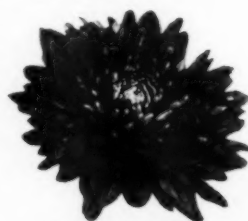
Pl. Pat. App. for. Opens from bright bronze buds with orange tints into the sunniest of yellows—fine, clear and rich. Very double, generous blooms. Vigorous, compact, shapely. Tops indoors or out! Suggested retail—\$1.50 each; 3 for \$3.75. Wholesale—25 for \$16.25; 100 for \$50.00; 200 for \$90.00.

RUBY KING

Pl. Pat. App. for. Best dark red cushion of the day. Brilliant, shining red flowers cover a shapely, low-growing plant. Ideal for walks and borders. Grows 12 to 15 inches high with 15 to 18-inch spread. Sensational! Suggested retail—\$1.50 each; 3 for \$3.75. Wholesale—25 for \$16.25; 100 for \$50.00; 200 for \$90.00.

SHOWPIECE

Pl. Pat. App. for. Rich, sparkling royal rose with silver-mist centers and reverse. Huge flowers are full and shapely. Wonderful sprays and single blooms for cutting. Really superb in every way! Suggested retail—\$1.50 each; 3 for \$3.75. Wholesale—25 for \$16.25; 100 for \$50.00; 200 for \$90.00.



Special AAMS Group Introductory Offer!!!
25 EACH of All \$52.50 50 EACH of All \$92.50
Four Winners Four Winners

None Genuine without this Patent Tag attached. Look for it! →

Meet the Demand for All-America Mums and You'll Profit!



BRISTOL NURSERIES

Bristol 228, Connecticut

THE CONARD-PYLE COMPANY

West Grove 220, Pennsylvania

R. M. KELLOGG COMPANY

Three Rivers 231, Michigan

were better when this practice was followed.

In summing up the business philosophy of the landscape nurserymen, Mr. Lawrence stated that the goal should be to develop a property to give maximum utility with the greatest amount of attractiveness, combined with a minimum of maintenance requirements.

Nursery Practices

The round-table discussion on the subject of "Nursery practices, or Running a Nursery" attracted the next largest number of nurserymen. Mr. Mezitt opened the discussion by describing the hilly location of the Weston nursery land, which necessitates soil conservation practices and an unusual method of root pruning, since a regular digger attached to a tractor cannot be used. Mr. Mezitt described the use of a cable on either side of a nursery row and attached to a digger, which by a system of pulleys attached to a bulldozer anchor at the end of the row can be pulled by a tractor. In cases where the contoured rows are curved, men with crowbars help guide the cables.

Mr. Mezitt also mentioned the practice of using hoes with the handles shortened a foot, so that the man doing the cultivating is down

closer to the plant, thus enabling a more thorough operation in a shorter time, with less danger of damage to the lower branches of the plant.

Weed Control

Case Hoogendoorn, Newport, R. I., brought up the subject of weed control. He stated that IPC had been applied last fall to some transplant beds at his nursery and wonders if it will still be as effective this coming growing season as if it were applied in the spring. The area was mulched with sugar cane soon after the treatment.

Mr. Mezitt stated that his firm uses no mulch or chemical weed control the spring of the initial planting, feeling there is better growth

without mulch the first summer, but it applies a form of urea formaldehyde followed by a sugar cane mulch in September and IPC the following spring. Mention was made of reports of some slowing down of growth after the chemical treatment, especially with arborvitae. Also stated was the fact that the chemical is more active in cooler weather and, therefore, should be applied in spring or fall.

Mr. Hoogendoorn stated that at his nursery, from one to one and one-half inches of sugar cane mulch, depending upon the size of the little plants, is applied and then the plants are brushed lightly to shake the mulch off the leaves. Prior to being used, the mulch is run through

ILEX CONVEXA

Hardy, northern-grown stock. Heavy, well-sheared plants with exceptionally good color. Truck or trailerload.

18 to 24 ins.....	\$3.00
24 to 30 ins.....	3.75
30 to 36 ins.....	5.50
3 to 3½ ft.....	6.50

ANGELICA NURSERIES

R. D. No. 1

Mohnton, Pa.

change "Shock" into "Sock"

with **BIRD** **VITA-BANDS**

Grow Better Plants...
Get Better Prices...



Profits grow like magic in Bird containers

Makers of Quality Products since 1795
Linoleum, Vinyl Floor Coverings, Vinyl Wall &
Counter Coverings; Asphalt Roofing, Insulated
Sidings; Fibre & Paper Boxes; Railroad Tie Pads;
Horticultural Products



Eliminate transplant shock with Bird Vita-Bands — get plenty of "sales sock" into luxurious plants that are economical to grow, mature earlier, command top prices.

You save money with Bird Vita-Bands. You save watering time because Vita-Bands retain moisture longer. You save potting time because Vita-Bands are easily set up and quickly filled with soil. You save space because Vita-Bands take less room than tapered pots. Sides fit snugly together, yet there's plenty of room for healthy root growth.

You get better plants because Vita-Bands eliminate transplant shock by containing roots until transplant time. Vita nutrient feeds plant during initial growth. There's no nitrogen depletion of soil. Plants mature 7 to 10 days earlier.

You get more money for your plants because they're better plants — and they look it. Vita-Bands make handy individual retail containers, too. And they may be used with Bird Gro-Tainers to help you sell plants by the dozen.

Vita-Band "10" contains root growth from 8 to 10 weeks on annuals, perennials and vegetable plants. Vita-Band "H" is heavier — for growing periods up to 40 weeks. Vita-Band "D" contains growth until you let roots through — is not removed at transplant time.

Bird Vita-Bands are available in 8 sizes. They're inexpensive — average price on popular sizes is less than half-cent each. Order from your distributor — or send coupon for complete information on this and other Bird Containers.

Bird Peat Pots for free root penetration. **Bird Vita-Bands**, the nutrient-treated plant bands. **Bird Perennial Pots** for longer selling season. **Bird Vita-Green Pots** for small plant retail sales. **Bird Gro-Tainer** Flats for volume sales.

Bird & Son, inc., Dept. AN
East Walpole, Massachusetts

Please send me free literature, including prices and growing instructions, on the following:
(Check items on which you want information.)

☐ Peat Pots ☐ Perennial Pots ☐ Gro-Tainer
☐ Vita-Bands ☐ Vita-Green Pots

Name.....

Street & No.....

City & State.....

NEW Products . . . Promotion . . . PROFITS!

End-o-Pest and End-o-Weed Lead the Field for '58



NEW, Improved End-o Rak!

Displays and SELLS the full line . . . built for high impulse sales and turn-over. Gives every item good visibility, makes selection easier for your customers!



New Consumer Folder with Dispenser

Attach to End-o Rak or display separately. Colorful folder shows folks what product will do the best job and how to use it. A terrific "do-it-yourself" manual!

3 New End-o Store Posters

Featuring popular cartoon characters Dot and Danny. Many variations in copy to fit your needs. Ask your Swift representative for them.



NEW! Biggest Advertising Ever for the End-o Line!

The complete line will be pushed with a full-page color ad in the April issue of Better Homes & Gardens. Plus—half-page ads in Better Homes & Gardens, American Home and Sunset will back the line during the peak season.

PLUS—Big-space Local Newspaper Ads in Major Markets



NOW! The most Complete and PROFITABLE Line in the Business!

End-o-Weed, 2,4-D LAWN WEED KILLER



in cans. A top-seller because it does the job best and it's easy to use. Stock it and profit!

End-o-Weed SPOT WEEDEE (Aerosol)



New! Ready-mixed 12-oz. bomb with no-stoop applicator. Display it and watch it sell in volume!

End-o-Weed LAWN WEED SPRAY (Hose Sprayer)



New! End-o-Weed now in disposable applicator you attach to garden hose. Save 'em work and you make money!

End-o-Pest Garden Dust

Safe and sure protection (and profits, too!) Handy dust gun applicator, refills and 2-lb. canisters.

End-o-Pest Rose Dust

Most effective formula ever developed. Light, uniform dusting protection. 10-oz. dust guns, refills and 20-oz. canisters.



PLUS—these other popular, fast moving Swift products!

Instant Vigoro Complete Water Soluble Plant Food
End-o-Pest Garden Spray with Malathion

End-o-Pest Tree Spray
End-o-Pest Ant and Lawn Insect Control (Dust or Liquid)

Vigoro, End-o-Pest and End-o-Weed are trademarks of Swift & Company

STOCK and DISPLAY these Vigoro Plant Foods, too!

Vigoro Complete Rose Food • Special Vigoro for Camellias and Azaleas
Vigoro plus Chlordane • Vigoro Complete Plant Food

Golden VIGORO Complete Lawn Food

See your local Vigoro Representative or write

SWIFT & COMPANY

Agricultural Chemical Division • Chicago, Illinois

RHODODENDRON

We are growing over 100 named hybrid varieties on their own roots. These are available in sizes ranging from liners to 4 ft., heavy, field plants. Our plants are exceptionally nice; most varieties are well budded. If you need rhododendron, we have the finest. Efficient, volume production enables us to quote these low prices. Come, see them.

ROSEUM ELEGANS

12 to 15 ins.....	\$1.75
15 to 18 ins.....	2.50
18 to 21 ins.....	3.00
21 to 24 ins.....	4.00
24 to 27 ins.....	5.00
27 to 30 ins.....	5.75
2½ to 3 ft.....	7.00
3 to 3½ ft.....	8.00

REDS: America, Dr. Dresselhuys, F. D. Godman, Ignatius Sargent, V. W. Poeiman, John Walter, etc.

12 to 15 ins.....	\$ 2.75
15 to 18 ins.....	3.25
18 to 21 ins.....	4.00
21 to 24 ins.....	5.50
24 to 27 ins.....	6.75
27 to 30 ins.....	8.50
2½ to 3 ft.....	10.50
3 to 3½ ft.....	12.00

Other varieties of pink and red as well as whites, purples, etc., as listed in our spring, 1958 catalog.

Also available in quantity; truck or trailerloads: PIERIS JAPONICA, 15 to 18 ins. to 2 to 2½ ft.; ILEX CONVEXA, 18 to 24 ins. to 3 to 3½ ft.; PINK DOGWOODS, well-budded, 3 to 4 ft. to 7 to 8 ft.

For the Finest in Plants—Give Us a Try

ANGELICA NURSERIES

Growers of fine plants

R. D. No. 1

Mohnton, Pa.

ROSES

Central Pennsylvania Grown
2-yr.-old, field-grown plants.

Hybrid Teas—Floribundas—Climbers

EVERGREENS

Landscape Material

Twice transplanted, regularly sheared.
Young salable evergreens for cash-and-carry trade of garden shops, roadside markets and nurseries.

Write for wholesale price list.

SHADE'S NURSERY

624 Colonial Club Dr.
Harrisburg, Pa.

Phone: Harrisburg, KI 5-5417
5 miles east of Harrisburg on U. S. Rt. 22, turn north at Inn 22, nursery 1 mile north of U. S. Rt. 22.

JAPANESE YEW SEED

Just arrived from Japan. \$2.35 per lb.; 5 lbs. or more sent postpaid to the 6th zone. Other seeds—list on request.

K. J. BRADEN SEED CO., INC.

P. O. Box 427 Rochester, N. H.

QUALITY MERCHANDISE AT REASONABLE PRICES

VANDERBROOK NURSERIES, INC.

MANCHESTER, CONN.

Wholesale Nurserymen Since 1922

ILEX

American, English
Named varieties only.

JAMES S. WELLS NURSERY, INC.

P. O. Box 141 Red Bank, N. J.

Concord Grape Roots

Red Raspberry

Flowering Shrubs

Boston Ivy

Currents

IVAN R. CONGDON NURSERY

North Collins, N. Y.

the long run, cheapest method of control is to erect a 4-foot-high wire mesh fence around fields of stock that is susceptible. The 4-foot height is needed to keep out the rabbits when there is a considerable quantity of snow.

Propagation

Among the leaders in attendance drawn was the round table on propagating conducted by Martin Van Hof, propagator for the Rhode Island Nurseries, Newport, R. I.

Topics discussed during the morning included propagation of rhododendrons and Japanese maple and the use of electrically heated outdoor frames for propagation. Mr. Van Hof started the discussion by describing the methods employed to start rhododendron cuttings. He uses short 2 to 3-inch cuttings obtained by pinching the terminal buds from the first flush of growth. These cuttings, taken from mid-October through November, are wounded on both sides and dusted with 2 per cent IBA. A medium of 10 per cent sand and 90 per cent peat, maintained at 70 degrees Fahrenheit, is used. No attempt is made to tamp the medium after inserting the cuttings. The cuttings, inserted one inch apart in rows two and a half inches apart, are syringed until they are callused; then they are watered twice a week. When rooted, the cuttings are either potted in Jiffy-Pots or are flatted two and a half inches apart. May 1, the cuttings are moved outdoors, but they are not planted until the third week in May.

Several questions were asked as to which were the best red rhododendrons. Mrs. P. Den Ouden was said to be the most compact. America was said to have one of the best blooms, but requires considerable pinching to form a well-shaped plant. Three varieties—Atrosanguineum, Charles Dickens and Kettledrum—were said to be the most bud hardy.

Mr. Van Hof told of recent experience in rooting Japanese maple. Six-inch cuttings of vigorous shoots of young Japanese maple were obtained December 14. Wounding and dipping into 2 per cent IBA before inserting in a medium of 40 per cent sand and 60 per cent vermiculite were practiced. These cuttings rooted in 16 days, but when potted died within a week. Those cuttings which have not been disturbed are still alive.

Use of Frames

Dick Van Heiningen, Van Heiningen Nurseries, Deep River, Conn., stated that he had always used

Buy 300! or more

Alike or assorted varieties and sizes and earn 1000 rates.

PINK-FLOWERING ALMOND

Double pink flowers in early spring before leaves appear. Our own-root plants will not sucker.

	Each Per 10	Each Per 100	Each Per 1000
3 to 3½ ft.	\$0.75	\$0.70	\$0.65
2 to 3 ft. ....	.60	.55	.50

MENTOR BARBERRY

One of the best. Evergreen in south—almost in north. Hardy. Thick leathery foliage, reddish bark. Great for hedges, mass plantings and specimens.

2½ to 3 ft. ....	.85	.80	.70
2 to 2½ ft. ....	.70	.65	.60
18 to 24 ins. ....	.60	.55	.50

BUTTERFLY BUSH

Charming, best pink
Dubonnet, reddish-purple
Floralart, orchid-lavender
Red, as red as any
White Cloud, good white

No. 1 ....	.40	.35	.30
No. 1 ....	.40	.35	.30
No. 1 ....	.40	.35	.30
No. 1 ....	.45	.40	.35
No. 1 ....	.45	.40	.35

GLOWING EMBER FLOWERING QUINCE

Superior strain. Brilliant red flowers. Upright uniform habit of growth. Propagated from cuttings to preserve character.

3 to 3½ ft. ....	.70	.60	.55
2 to 3 ft. ....	.55	.50	.45
18 to 24 ins. ....	.45	.40	.35

TEXAS PINK-FLOWERING QUINCE

We think this is the best pink. Flowers large and clear pink. Sturdy, semiupright shrub. Dark green shiny leaves.

3 to 3½ ft.	1.10	1.00	.95
2 to 3 ft. ....	.85	.75	.70

SPRING GLORY FORSYTHIA

New! One of the best ever introduced. Masses of pale yellow flowers in early spring.

3 to 4 ft. ....	.75	.70	.65
2 to 3 ft. ....	.60	.55	.50

ZABEL HONEYSUCKLE

Flowers deep red in bud, opening to reddish-pink. One of the best bush honeysuckles.

3 to 4 ft. ....	.75	.65	.60
2 to 3 ft. ....	.55	.50	.45
18 to 24 ins. ....	.45	.40	.35

NIKKO BLUE HYDRANGEA

Best, hardy blue hydrangea. Blooms heavily from midsummer on. Flowers large, bright blue.

No. 1 ....	.90	.85	.80
Medium ....	.75	.70	.65

CHINESE LILAC (*Syringa rothomagensis*)

You can count on these to bloom in the spring and again in the fall. Large broad flower heads of reddish-purple.

4 to 5 ft. ....	.90	.80	.75
3 to 4 ft. ....	.80	.70	.65
2 to 3 ft. ....	.60	.55	.50

Write for 50-page Wholesale Price List

THE WILLIS NURSERY CO.

"Your Wholesale Nurserymen"

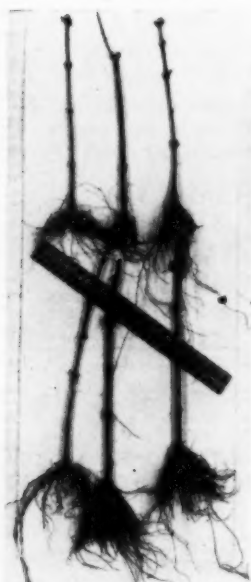
OTTAWA, KAN.



Pfitzer Juniper



Burk Juniper

Pyracantha Kasan (top)
Pyracantha Lalandi (bottom)Forsythia Lynwood Gold (top)
Forsythia Spring Glory (bottom)

Andorra Juniper

QUALITY STOCK

Can ship now or book your
order for spring.

Andorra Juniper (Juniperus horizontalis plumosa), 6 to 10 ins.	Each \$0.05
Burk Juniper (Juniperus virginiana burki) 6 to 12 ins.	.14
Euonymus patens Small, medium or large- leaved, 6 to 10 ins.	.04
Pyracantha Kasan 5 to 6 ins.	.08
Pyracantha Lalandi 5 to 6 ins.	.05
Forsythia Spring Glory 6 to 10 ins.	.04
Forsythia Lynwood Gold 6 to 10 ins.	.05
Pfitzer Juniper 6 to 10 ins.	.08

See classified ad under lining-out stock for
other items. Less than 300, total order, add
2c per plant.

McININCH GREENHOUSES
St. Joseph, Mo.

frames for propagation but was limited by types of cuttings and seasons of year. The first year, a concrete block frame heated by electric cable gave almost 100 per cent success in rooting cuttings. The second year the practice was a complete failure. From this experience the need for sanitation was established. Before the frame is filled with clean sand, 150 gallons of 2 per cent formaldehyde is applied to a frame 6x30 feet to drench the sides and bottom.

Reed mats are placed over the frame on cold nights, to maintain the 70-degree root temperature. In Mr. Van Heiningen's area it costs \$10 to \$12 per month to operate a 6x30-foot frame.

Merchandising

Know your product was the advice of Bill Bigelow, who conducted the discussion on "Merchandising, or the Sales Pitch." The average customer does not know what he wants to buy, said the speaker. The customer wants beauty in his yard; so Mr. Bigelow believes self-service is not the answer.

Be sincere in trying to help the customer, he advised. Mentioning self-service again, he believed this tends to send away undersold customers. Mr. Bigelow advised selling the public on the idea that buying nursery stock is a pleasure. Try to get customers to take up gardening as a hobby, he urged.

Mr. Bigelow said the sale should not be closed in the salesyard. A date should be made to see the customer on his home grounds. In this way one can see many things which need attention which would not be learned about at the salesyard. When selling a customer, one should make positive statements about the plant material.

Present the customer with the best job first, advised Mr. Bigelow. One can always come down on the price, but it is difficult to go up. The reasons for selling higher-priced jobs are that they have longer life, require less maintenance and present greater attractiveness.

Mr. Bigelow cautioned the nurserymen to keep their grounds attractive at all times of the year. Hedges should be trimmed, beds cleaned and lawns weeded. He reminded the group to advise customers to fertilize their lawns early in spring. Mr. Bigelow called attention to the merchandising and sales bulletins of the A. A. N. and urged nurserymen to use them.

Advice for Customers

If fertilizers are sold with plants, Mr. Bigelow said to advise customers

NOW! FASTER, MORE EFFICIENT SOIL PREPARATION WITH

BOLENS

NEW HEAVY DUTY TILLMASTER



THE ONLY PROFESSIONAL TILLER WITH ALL THESE OUTSTANDING FEATURES

- Selective rotor and travel speeds for all jobs
- Full 20" tilling swath and side chain drive
- Power-to-spare 9.2 hp engine
- New, more efficient, all-purpose tines
- Automotive differential for easy turning
- Perfect balance for easy handling
- Automatic rotor overload clutch for safe operation
- Convenient, safe, foot operated controls
- Extra large pneumatic tires for greater stability
- Serrated rear gate levels till swath

Bolens heavy-duty Tillmaster provides the dependable power needed for proper soil preparation and ground maintenance where rugged stamina for constant, heavy-duty tiller operation is a necessity. Every exclusive Tillmaster feature makes faster, easier work of tilling, weeding, mulching and cultivating. Ask your Bolens dealer for a FREE demonstration — TODAY!

**BOLENS COMPLETE TILLER LINE OFFERS
A UNIT TO FIT YOUR EXACT REQUIREMENTS**

BOLEN'S FAMOUS MUSTANG

Perfect for jobs where a powered-wheel tiller is not required. Two 3 hp Mustang models to choose from.



BOLEN'S POWERTILLER

A rugged, 3.6 hp powered-wheel tiller that gives top professional performance. Side chain drive; tills 16" swath.



America's Finest
Outdoor Power Equipment

BOLENS



BOLENS PRODUCTS DIVISION

Food Machinery & Chemical Corporation
Port Washington 9N Wisconsin

- ☐ Send me free Tillmaster literature.
- ☐ Send me literature on complete tiller line.
- ☐ Have your representative call.

ATTACH COUPON TO YOUR LETTERHEAD
— MAIL TODAY!

MAINE-GROWN EVERGREENS

For

LINING-OUT STOCK AND CHRISTMAS TREES

Seedlings for Spring Planting

SEEDLINGS



(Not Guaranteed)

	Per 1000
Douglas Fir, 3-yr. seedlings (3-0), 3 to 5 in.	\$25.00
Mugho Pine, 3-yr. seedlings, (3-0), 3 to 5 in.	25.00
Scotch Pine (North German) 3-yr. seedlings (3-0), 8 to 15 in.	25.00
Colorado Blue Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	30.00
Black Hills Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	20.00
White Spruce, 3-yr. seedlings (3-0), 4 to 8 in.	25.00

WRITE FOR QUOTATIONS ON TRANSPLANTED STOCK

TERMS

Cash with order, or one-half cash with order, balance C.O.D. All prices F.O.B. Fryeburg, Maine, net; no discounts. 250 trees of any one kind and size at the 1000 rate. For less than 250 of one kind, ask for retail price. No extra charge for boxes or packing.

WESTERN MAINE FOREST NURSERY CO., Dept. AN-318
Fryeburg, Maine

QUALITY NURSERY STOCK

Fruit trees including dwarfs and standard 5-N-1 Apple, Indian Summer Raspberries, ornamental trees and shrubs in variety. *Euonymus fortunei vegetus* in quantity. New trade list and specimen (dig yourself). List upon request.

BROWN BROTHERS CO.
EAST ROCHESTER, N. Y.

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE

HEMLOCK

Rhododendron • Kalmia • Azalea

CURTIS NURSERIES

CALICOON, N. Y.

DEL-MAR-VA NURSERIES

Growers of Quality
Taxus, Ilex and other Ornamentals.
Ask for list.

DEL-MAR-VA NURSERIES
LINCOLN, DEL.

Phone: Milford, Delaware 4445

SHEPARD NURSERIES

Growers and Distributors of

ORNAMENTAL NURSERY STOCK

Truckloads only, no boxing.

60 acres growing. Skaneateles, N. Y.

We never talk about the other fellow's low prices; he knows what his merchandise is worth. We grow good evergreen liners. Ask for our wholesale list.

STEDMAN NURSERIES, INC.
NEWFANE, N. Y.

QUALITY LINERS

In Wide Assortment
NURSERY SALES, INC.

525 Stevens Ave., P. O. Box 295

RIDGEWOOD, N. J.

Gl. 4-6848

GROWERS

EVERGREEN TREE LINING-OUT STOCK

Write for free price list.

SUNCREST EVERGREEN NURSERIES

P. O. Box 305-F HOMER CITY, PA.

on their use. Many home gardeners feel that if a spoonful is good, three or four spoonfuls will be that much better. When a customer purchases plants, he should be asked if he has the peat moss with which to plant them, said Mr. Bigelow. Tie-in sales are important, he believed, for plenty of money is spent to get the customer into the salesyard.

Talking about combination sales, Mr. Bigelow said he tried this, selling 10 plants for \$27.95. The offer was featured for six weeks in an advertisement. The plants, all evergreens, explained Mr. Bigelow, were to be planted in the front of a house. They included good material, but not the best. He reported the sale worked well. An advertisement, he said, which states a reasonable price may encourage people to come to one place of business. It will remove the stigma that a firm is high-priced.

Seth Kelsey, Harlan P. Kelsey, Inc., East Boxford, Mass., suggested planting plants further apart and selling ground cover to give the planting a more finished look. He advised having the ground cover packaged in convenient units. Mr. Kelsey said he sells globe arborvitae more than any other item. He tries to advise the customer on other plants, but if the customer wants a certain plant, he sells it to him.

Advertising

The question was asked in the round-table discussion on advertising led by Clifford Corliss, how much should be spent on this phase of operation. A conservative estimate, said Mr. Corliss, is 3.5 per cent of gross sales. More can be so used, he added; one should not economize on this vital investment. If one has not advertised before, said Mr. Corliss, a yardstick should be the average of one's gross sales for the past three years. In spending money for advertising, one should study local conditions to determine the desired frequency and best days to advertise.

One should stick to a definite format in advertising. A standard format gives an air of permanency to an operation in the eyes of the public. The only thing that should be changed in the advertisement, said Mr. Corliss, is the merchandise content offered.

He related that some businessmen have thought that since business is good, why advertise? This is a bad theory, believed Mr. Corliss. One must be consistent in both good and bad periods of business activity. Some years ago, said Mr. Corliss, a nationally advertised cosmetic

ORNAMENTAL SHRUBS

Available for immediate shipment. 300 or more at 1000 rate.

	Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000		Per 10	Per 100	Per 1000
Amelanchier canadensis (Juneberry)				Honeysuckle, zabeli				Snowberry, Red (Coralberry)			
100 18 to 24 ins.....	\$ 6.00	\$ 55.00		4000 3 to 4 ft.....	5.50	50.00	450.00	600 12 to 18 ins.....	2.50	22.50	200.00
150 2 to 3 ft.....	7.00	65.00		3500 4 to 5 ft.....	6.50	60.00	550.00	800 18 to 24 ins.....	3.00	28.00	250.00
Caryopteris Blue Mist (Blue Spiraea)				Hydrangea, Pee Gee				Snowberry, White (Symphoricarpos alba)			
250 6 to 12 ins.....	2.25	20.00	\$180.00	1300 2 to 3 ft.....	4.50	40.00		340 12 to 18 ins.....	2.50	22.50	200.00
Cotoneaster acutifolia				200 3 to 4 ft.....	8.50	75.00		190 18 to 24 ins.....	3.00	28.00	250.00
1300 12 to 18 ins.....	2.00	18.00	160.00	Ilex verticillata (Winterberry)				230 2 to 3 ft.....	4.00	35.00	300.00
3000 2 to 3 ft.....	4.50	40.00	350.00	170 12 to 18 ins.....	5.00	45.00		290 3 to 4 ft.....	5.00	45.00	400.00
1000 3 to 4 ft.....	5.50	50.00	450.00	100 18 to 24 ins.....	7.00	65.00		Spiraea Anthony Waterer			
Current, alpine (Ribes alpinum)				100 2 to 3 ft.....	8.50	75.00		1600 9 to 12 ins.....	2.50	22.50	200.00
500 12 to 15 ins.....	5.00	45.00	400.00	60 3 to 4 ft.....	10.00	90.00		1200 12 to 15 ins.....	4.00	35.00	300.00
1900 18 to 24 ins.....	7.50	70.00	650.00	Lilac, Common Purple (Syringa vulgaris)				2000 15 to 18 ins.....	5.00	45.00	400.00
100 24 to 30 ins.....	10.00	90.00		150 12 to 18 ins.....	2.75	25.00	200.00	3500 18 to 24 ins.....	6.50	60.00	550.00
100 30 to 36 ins.....	12.00	110.00		200 18 to 24 ins.....	4.50	40.00	350.00	500 24 to 30 ins.....	7.50	70.00	
Dogwood, Bailey (Cornus baileyi)				300 2 to 3 ft.....	5.50	50.00	450.00	80 30 to 36 ins.....	8.50	80.00	
210 18 to 24 ins.....	3.00	28.00		Lilac, Persian				Spiraea froebeli			
400 3 to 4 ft.....	5.50	50.00	450.00	50 18 to 24 ins.....	4.50	40.00	350.00	700 12 to 18 ins.....	3.00	28.00	250.00
800 4 to 5 ft.....	6.50	60.00	550.00	200 2 to 3 ft.....	6.00	55.00	500.00	2500 18 to 24 ins.....	4.00	35.00	300.00
Dogwood, Golden-flowered				Lilac, rothomagensis				500 24 to 30 ins.....	5.00	45.00	400.00
100 18 to 24 ins.....	4.50	40.00		300 2 to 3 ft.....	6.00	55.00	500.00	90 30 to 36 ins.....	6.00	55.00	
500 2 to 3 ft.....	6.00	55.00	500.00	2000 3 to 4 ft.....	7.00	65.00	600.00	Spiraea sorbifolia (Ash-leaved Spiraea)			
600 3 to 4 ft.....	7.00	65.00	600.00	500 4 to 5 ft.....	8.00	75.00	700.00	45 12 to 18 ins.....	2.25	20.00	
600 4 to 5 ft.....	8.50	75.00	700.00	Lilac, villosa				120 18 to 24 ins.....	4.00	35.00	
Dogwood, elegantissima, variegated				80 18 to 24 ins.....	4.50	40.00		200 2 to 3 ft.....	5.00	45.00	
500 3 to 4 ft.....	11.00	100.00		190 2 to 3 ft.....	5.50	50.00		400 3 to 4 ft.....	6.00	55.00	
Dogwood, Gray (Cornus racemosa)				80 3 to 4 ft.....	7.00	65.00		350 4 to 5 ft.....	8.00	70.00	
100 2 to 3 ft.....	6.00	55.00		Ninebark, Dwarf (Physocarpus opulifolius nanus)				Spiraea thunbergii			
Elder, Golden Sambucus canadensis aurea)				900 12 to 18 ins.....	2.50	22.50	200.00	1200 2 to 3 ft.....	5.00	45.00	400.00
290 12 to 18 ins.....	27.50	25.00		1400 18 to 24 ins.....	3.50	30.00	275.00	400 3 to 4 ft.....	6.00	55.00	500.00
500 18 to 24 ins.....	45.00	40.00	350.00	500 2 to 3 ft.....	4.50	40.00	350.00	Tamarix			
200 2 to 3 ft.....	6.00	55.00		2700 3 to 4 ft.....	5.50	50.00	450.00	200 18 to 24 ins.....	4.00	35.00	
60 4 to 5 ft.....	8.50	75.00		Ninebark, Golden (Physocarpus opulifolius aureus)				200 2 to 3 ft.....	5.00	45.00	
Euonymus alatus (Winged Bark Burning Bush)				100 12 to 18 ins.....	2.75	25.00		50 3 to 4 ft.....	6.00	55.00	
Heavy—				300 2 to 3 ft.....	5.50	50.00	450.00	Viburnum americanum (American Highbush Cranberry)			
twice transplanted,				Olive, Russian				200 12 to 18 ins.....	4.00	35.00	300.00
200 18 to 24 ins.....	15.00	140.00		700 18 to 24 ins.....	2.50	22.50	200.00	250 18 to 24 ins.....	5.50	50.00	450.00
200 24 to 30 ins.....	17.50	165.00		500 2 to 3 ft.....	4.00	35.00	300.00	1000 2 to 3 ft.....	6.50	60.00	550.00
50 2 1/2 to 3 ft.....	20.00	190.00		Philadelphus aureus (Golden Mock Orange)				Viburnum lantana (Wayfaring Tree)			
150 3 to 3 1/2 ft.....	22.50	210.00		300 18 to 24 ins.....	11.00	100.00		70 18 to 24 ins.....	5.50	50.00	
70 3 1/2 to 4 ft.....	25.00	230.00		300 24 to 30 ins.....	13.50	125.00		250 2 to 3 ft.....	6.50	60.00	
Forsythia, fortunei				Philadelphus lemoinei				Viburnum opulus (European Highbush Cranberry)			
190 2 to 3 ft.....	6.00	55.00		50 18 to 24 ins.....	4.00	35.00		80 18 to 24 ins.....	5.50	50.00	
200 3 to 4 ft.....	7.50	70.00		500 2 to 3 ft.....	5.00	45.00		150 2 to 3 ft.....	6.50	60.00	
Forsythia Spring Glory				600 3 to 4 ft.....	6.00	55.00		600 3 to 4 ft.....	8.50	80.00	
100 4 to 5 ft.....	9.00	80.00		Philadelphus Minnesota Snowflake (Plant Patent No. 538)				90 4 to 5 ft.....	11.00	100.00	
Honeysuckle, Clavey's Dwarf				4000 2 to 3 ft.....	7.00	65.00	600.00	Viburnum opulus sterilis (Snowball)			
400 9 to 12 ins.....	1.75	15.50	140.00	1000 3 to 4 ft.....	9.00	85.00	800.00	800 12 to 18 ins.....	4.00	35.00	300.00
400 15 to 18 ins.....	5.00	45.00	400.00	Potentilla fruticosa				1400 18 to 24 ins.....	5.50	50.00	450.00
2400 18 to 24 ins.....	6.00	55.00	500.00	2200 18 to 24 ins.....	6.00	55.00	500.00	2200 2 to 3 ft.....	6.50	60.00	550.00
3000 24 to 30 ins.....	7.00	65.00	600.00	190 24 to 30 ins.....	7.00	65.00		550 3 to 4 ft.....	8.50	80.00	
1000 30 to 36 ins.....	8.00	75.00		Potentilla Gold Drop lemon-yellow				50 4 to 5 ft.....	11.00	100.00	
Honeysuckle, morrowi				500 18 to 24 ins.....	7.50	70.00		Weigela rosea, pink			
100 18 to 24 ins.....	2.75	25.00		70 24 to 30 ins.....	9.00	80.00		200 2 to 3 ft.....	4.00	35.00	300.00
200 2 to 3 ft.....	4.50	40.00	350.00					450 3 to 4 ft.....	7.50	70.00	650.00
250 3 to 4 ft.....	6.00	55.00	500.00					80 4 to 5 ft.....	8.50	80.00	
100 4 to 5 ft.....	7.00	65.00	600.00								

We offer a general line of nursery stock. Write for complete price list.

J. V. BAILEY NURSERIES

Phone: GL-9-9744

1325 Bailey Rd.

St. Paul 6, Minn.



MALLOW or HARDY HIBISCUS ANNIE J. HEMMING

Plant Patent 835

A beautiful, luminous red Mallow, selected for its rich color, overlapping petals, dark green foliage, medium size and lack of coarseness. Flowers in July, August and September—even until frost. A single two-year plant bore 250 six to seven-inch flowers in one season. Quite hardy.

Easy to grow and transplant.

An ideal plant for mail-order and garden store business.

2-yr., No. 1 Plants

\$125.00 per 100.

Color plate available.

Attractive metal plant patent tag attached to each plant.

Orders received before April 1 will be potted in 6-in. plastic pots, without additional charge, if desired for summer garden store sales.

Write for trade list.

EASTERN SHORE NURSERIES, INC.

P. O. Box 743

EASTON, MD.

soap cut its advertising budget in half because "business was so good." Within a relatively short period of time the product lost ground in the market and ultimately disappeared completely. "It is the continuously squeaky wheel that continues to get the grease!" he emphasized.

One should study the type of consumer one is attempting to reach before settling on a plan of advertising, advised Mr. Corliss. Is the business a cash-and-carry garden center, pushing for a fast volume; primarily a landscaping operation, or a combination of both?

To the question, what method of advertising pays best?, Mr. Corliss answered, newspapers. Not only paid advertisements but also a steady flow of news items can be given the local newspaper. The newspaper should be told what has happened in the firm or the industry that is of public interest.

Added pointers passed on by Mr. Corliss were to keep the advertisement simple ("one picture is worth 10,000 words"); to stay away from botanical names; to price every item and to set up a schedule of advertisements ahead of time (if there are price changes, the printer will be glad to make them). A nursery in Massachusetts, said Mr. Corliss, has its advertisements made up eight months to a year in advance. In a small operation, he added, when the season gets busy, one does not have time to be creative in setting up advertisements. Those short, cold winter months are ideal, he said.

BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage. Over 200,000 for spring delivery. All sizes from 8 ins. to 8 ft. All B&B.

AMOENA

8 ins.	\$0.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

CORAL BELLS

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00

HINODEGIRI

Our Hinos are very dark red.

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

ORANGE BEAUTY

8 ins.	\$0.50
10 ins. ....	.75
12 ins.	1.00
15 ins.	1.25

KAEMPFERI

Hardest of all azaleas; well-budded, heavy.

OTHELLO, SALMON

BEAUTY, FEDORA and CARMEN are all the same price.

8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00
30 ins.	6.00
36 ins.	7.50

LEDIFOLIA ALBA

6 ins.	\$0.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00
18 ins.	2.50
20 ins.	3.50
24 ins.	5.00

MAXWELL

8 ins. ....	.75
10 ins.	1.00

HINO-CRIMSON

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25
15 ins.	2.00

SNOW

6 ins. ....	.50
8 ins. ....	.75
10 ins.	1.00
12 ins.	1.25

We also have limited quantities of the following varieties: Louise Gable, Favorita, Beethoven, Johann Strauss, Rose Bud, Rose Greeley, Addy Wery and Polaris. Rooted cuttings of all varieties, \$50.00 per 100 except—Rose Bud, Rose Greeley, Addy Wery, Louise Gable, \$75.00 per 1000.

Buy northern-grown hardy azaleas. Our cuttings are made from plants that have been outdoors, unprotected for the past 15 years. Try them once and see the difference.

Write for Our Catalog for Many Other Items Which We Grow

BAIER LUSTGARTEN

Jericho Turnpike, MIDDLE ISLAND, L. I., N. Y.

Phone: Yaphank 4-3444

Mr. Corliss advised mailing out a folder as a follow-up to a catalog in March. He advocated setting up a 12 months' schedule, sending out stuffers, provided by national suppliers, with invoices. When deliveries are made, a folder can be attached to the sales slip. Window decorations in his garden store are tied in with these mailings.

Interchangeable Signs

He told of the two large signs on either side of his garden store. Meas-

uring four feet high and eight feet long, the panels are interchangeable. As the signs are aimed to catch the eyes of those approaching the front entrance from either side, the panels are reversed every two weeks. As the seasons change, the panels are switched.

The signs are in color and are lighted at night. A timer shuts off the lights at 11 o'clock. Waterproof plywood is used in the construction of the signs, and an artist paints the pictures. Reproductions of the signs

COLE'S SURPLUS LIST

High Quality. Cole nursery stock is grown under ideal soil conditions in widely spaced rows to promote full development of root, body and top. Modern mechanical methods of root-pruning and digging result in better, more compact, uninjured root systems. Cole trees and plants are healthy and sturdy, transplant more successfully. Combination truckloads can be easily arranged to points within 600 miles.

TRANSPLANTED SHRUBS

		Each	Each			Each	Each			Each	Each				
		30 to 199	200 and up			30 to 199	200 and up			30 to 199	200 and up				
ACANTHOPANAX SIEBOLDIANUS															
500	2 to 3 ft.	\$0.60	\$0.55	FORSYTHIA SPRING GLORY											
500	3 to 4 ft.	.75	.70	390	1 1/2 to 2 ft.	\$0.35	\$0.25	PRIVET, erect border							
BARBERRY, KOREAN				580	2 to 3 ft.	.45	.40	Neat, compact, hardy type.							
250	1 1/2 to 2 ft.	.40	.35	200	3 to 4 ft.	.55	.45	2659	12 to 18 ins.	\$0.12	\$0.10				
600	2 to 3 ft.	.50	.45	FORSYTHIA SUSPENSa (True)											
BUDDLEIA (Butterfly Bush)				625	12 to 18 ins.	.30	.25	3626	1 1/2 to 2 ft.	.18	.15				
270	Burgundy, red,			490	1 1/2 to 2 ft.	.40	.35	710	2 to 3 ft.	.23	.20				
	No. 1	.30	..	HONEYSUCKLE, ARNOLD (NEW)											
543	Charming, pink,			175	1 1/2 to 2 ft.	.30	.25	PRIVET, REBEL							
	No. 1	.30	.25	180	2 to 3 ft.	.45	.40	825	12 to 18 ins.	.25	.22				
420	Snowbank, white,			270	3 to 4 ft.	.55	.50	1800	1 1/2 to 2 ft.	.35	.30				
	No. 1	.30	.25	90	4 to 5 ft.	.75	..	QUINCE, FLOWERING (Common)							
CARYOPTERIS BLUE MIST				HONEYSUCKLE, FRAGRANT											
460	2-yr., No. 1	.40	.35	480	12 to 18 ins.	.25	.20	355	12 to 18 ins.	.30	.25				
CORALBERRY, CHENAULTI				970	1 1/2 to 2 ft.	.35	.30	580	1 1/2 to 2 ft.	.40	.32				
930	1 1/2 to 2 ft.	.25	.20	830	2 to 3 ft.	.45	.40	ROBINIA HISPIDA							
220	2 to 3 ft.	.30	.25	HONEYSUCKLE, MORROWI											
257	3 to 4 ft.	.40	.35	65	1 1/2 to 2 ft.	.30	..	438	12 to 18 ins.	.25	.20				
CORALBERRY, COMMON (vulgaris)				170	2 to 3 ft.	.40	.35	615	1 1/2 to 2 ft.	.35	.30				
1258	12 to 18 ins.	.20	.15	175	3 to 4 ft.	.55	.50	ROSA WICHURAIANA							
CORNUS SIBIRICA (True)				210	4 to 5 ft.	.75	.70	2775	2-yr., medium	.35	.30				
210	1 1/2 to 2 ft.	.35	.30	HONEYSUCKLE, PINK TATARIAN											
320	2 to 3 ft.	.45	.40	330	12 to 18 ins.	.25	.20	4350	2-yr., No. 1	.45	.40				
300	3 to 4 ft.	.60	.55	1258	1 1/2 to 2 ft.	.30	.25	SALIX ROSE GOLD (gracilistyla)							
CORNUS RACEMOSA (paniculata)				1470	2 to 3 ft.	.40	.35	600	12 to 18 ins.	.30	.25				
460	3 to 4 ft.	.55	.50	660	3 to 4 ft.	.50	.45	890	1 1/2 to 2 ft.	.40	.35				
900	4 to 5 ft.	.70	.65	220	4 to 5 ft.	.65	.60	880	2 to 3 ft.	.50	.40				
470	5 to 6 ft.	.90	.85	HYPERICUM KALMIANUM											
CORNUS STOLONIFERA				370	1 1/2 to 2 ft.	.40	.35	SPIRAEA ANTHONY WATERER							
1160	12 to 18 ins.	.25	.20	405	2 to 2 1/2 ft.	.50	.45	465	12 to 15 ins.	.30	.25				
2210	1 1/2 to 2 ft.	.30	.25	LILAC, COMMON PURPLE											
1160	2 to 3 ft.	.40	.35	200	2 to 3 ft.	.50	.45	205	15 to 18 ins.	.40	.35				
DEUTZIA GRACILIS				330	3 to 4 ft.	.60	.55	VIBURNUM CHENAULTI							
1060	12 to 15 ins.	.45	.40	160	4 to 5 ft.	.85	.80	(New, improved Burkwoodi)							
765	15 to 18 ins.	.55	.50	MOCK ORANGE, COLE'S GLORIOUS											
DEUTZIA LEMOINEI				140	12 to 18 ins.	.30	.25	240	1 1/2 to 2 ft.	.90	.80				
440	15 to 18 ins.	.35	.30	200	1 1/2 to 2 ft.	.40	.35	320	2 to 3 ft.	1.15	1.00				
710	1 1/2 to 2 ft.	.40	.35	MOCK ORANGE, CORONARIUS											
285	2 to 2 1/2 ft.	.50	.45	378	1 1/2 to 2 ft.	.30	.25	VIBURNUM DENTATUM							
EUONYMUS ALATUS				757	2 to 3 ft.	.45	.40	1600	2 to 3 ft.	.45	.40				
1040	2 to 3 ft.	1.00	.90	143	3 to 4 ft.	.55	.50	1040	3 to 4 ft.	.60	.55				
EUONYMUS ALATUS COMPACTUS				MOCK ORANGE, GOLDEN											
1100	15 to 18 ins.	.80	.75	75	6 to 9 ins.	.40	..	200	4 to 5 ft.	.85	.80				
1320	1 1/2 to 2 ft.	1.00	.90	205	9 to 12 ins.	.50	.45	VIBURNUM LENTAGO							
2300	2 to 2 1/2 ft.	1.35	1.25	350	12 to 15 ins.	.60	.55	300	5 to 6 ft.	1.15	1.00				
FORSYTHIA ARNOLD DWARF				180	15 to 18 ins.	.75	.70	240	6 to 8 ft.	1.40	1.25				
360	12 to 18 ins.	.35	.25	NINEBARK, COMMON											
590	1 1/2 to 2 ft.	.40	.35	920	12 to 18 ins.	.25	.20	VIBURNUM OPULUS							
1020	2 to 3 ft.	.50	.45	2140	1 1/2 to 2 ft.	.35	.30	150	5 to 6 ft.	1.00	.90				
FORSYTHIA BRONXENSIS (Dwarf)				1185	2 to 3 ft.	.40	.35	260	6 to 8 ft.	1.35	1.25				
230	9 to 12 ins.	.35	.30	NINEBARK, DWARF											
200	12 to 15 ins.	.40	.35	520	12 to 18 ins.	.25	.20	VIBURNUM TRILOBUM							
FORSYTHIA INTERMEDIA				1350	1 1/2 to 2 ft.	.35	.30	410	3 to 4 ft.	.80	.70				
166	12 to 18 ins.	.25	.20	685	2 to 3 ft.	.40	.35	520	4 to 5 ft.	1.00	.90				
450	1 1/2 to 2 ft.	.30	.25	685	3 to 4 ft.	.50	.45	WEIGELA FLORIDA (rosea)							
395	2 to 3 ft.	.40	.35	PRIVET, CALIFORNIA											
FORSYTHIA SPECTABILIS				6220	12 to 18 ins.	.08	.06	430	3 to 4 ft.	.60	.50				
390	12 to 18 ins.	.25	.20	6745	1 1/2 to 2 ft.	.13	.10	WEIGELA VANICEKI (Newport Red)							
660	1 1/2 to 2 ft.	.35	.25	4370	2 to 3 ft.	.17	.14	970	3 to 4 ft.	.70	.60				
520	2 to 3 ft.	.45	.35									265	4 to 5 ft.	.90	.80
350	3 to 4 ft.	.55	.45									VINES			

USUAL TRADE TERMS APPLY

This list is only partial. Complete wholesale list sent on request.

OHIO'S LARGEST WHOLESALE NURSERY • ESTABLISHED 1881

THE **COLE** NURSERY CO.
PAINESVILLE, OHIO

CANALE'S FOREST NURSERY

SHELOCTA, PA.

SCOTCH PINE

	Per 100	Per 1000
2-yr., 2 to 4 ins.	\$ 2.50	\$12.50
2-yr., 3 to 6 ins.	4.00	20.00
2-yr., 4 to 8 ins.	5.00	25.00
(2-1), 1 to 3 ins.	4.00	20.00
(2-1), 3 to 5 ins.	7.00	35.00
(2-2), 5 to 10 ins.	10.00	50.00
(2-2), 10 to 15 ins.	15.00	75.00
(2-2), 15 to 18 ins.	25.00	

RIGA SCOTCH PINE

2-yr., 2 to 4 ins.	3.00	15.00
2-yr., 4 to 8 ins.	5.00	25.00

AUSTRIAN PINE

2-yr., 3 to 6 ins.	5.00	25.00
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AMERICAN RED PINE

2-yr., 2 to 4 ins.	4.00	20.00
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DOUGLAS FIR

3-yr., 2 to 4 ins.	\$ 4.00	\$20.00
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BLACK HILLS WHITE SPRUCE

3-yr., 2 to 4 ins.	4.00	20.00
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NORWAY SPRUCE

2-yr., 2 to 4 ins.	3.00	15.00
2-yr., 4 to 8 ins.	5.00	25.00
(2-2), 5 to 8 ins.	10.00	50.00
(2-2), 8 to 12 ins.	15.00	75.00
(2-2), 10 to 16 ins.	25.00	

BLUE SPRUCE

3-yr., 2 to 4 ins.	4.00	20.00
3-yr., 4 to 8 ins.	8.00	40.00
(2-2), 3 to 6 ins.	10.00	50.00
(2-2), 8 to 12 ins.	30.00	
(2-2-3), 10 to 12 ins., each	75c	
(2-2-3), 12 to 18 ins., each	\$1.00	

WHITE SPRUCE

	Per 100	Per 1000
2-yr., 2 to 4 ins.	\$ 3.00	\$15.00
2-yr., 3 to 6 ins.	5.00	25.00
(2-2), 4 to 8 ins.	10.00	50.00
(2-2), 8 to 12 ins.	15.00	

We have had many requests in the past for small seedlings that a person may secure at a low price and then put these in transplant beds for a few years prior to field planting. For these people and for others who have the same idea we are now for the first time listing this small size at a very low figure. We do not recommend these for direct field planting except in areas where they have proven themselves. The size of the following seedlings is 1 to 2-in. No discount. Net price.

SCOTCH PINE, \$7.50 per 1000

BLUE SPRUCE, \$10.00 per 1000

Write now or phone Elderton, Pa., Fleetwood 4-2461 (Night Phone, Elderton, Pa., Fleetwood 4-3505). 50 at 100 rate, 500 at 1000 rate, 5% discount on orders of 25,000 or more. Orders must be accompanied by a down payment of 25% and balance before shipment or order will be sent C.O.D. Some items are in limited supply. ORDER EARLY and avoid disappointment.

are used on post cards and will also be used in newspaper advertising.

Turning to the topic of mailing lists, Mr. Corliss related that the names of all customers who have purchased stock worth \$5 or more are kept on the list, provided a purchase is made within a 3-year period. He does not run special sales, as people get to expect them. He said it is necessary to lift a nursery operation out of the cheap class.

Free delivery is made in a 10-mile radius. Past that distance, the customer pays the trucking charge. Mr. Corliss operates a fleet of 22 trucks. On certain days of the week, certain zones are covered, and this schedule is not deviated from. He added that if a customer purchases a truck load, it would be delivered any place at any time.

Mr. Corliss told of using a false cottage front to sell plantings. The plant material is changed every three weeks, he said. Mr. Corliss urged the use of special folders on how to plant plants. He also advocated having salesmen take time to explain to customers how to plant and water the plants they have purchased. Mr. Corliss has told people that if they will not plant properly they should not plant at all.

Charge accounts are not established, said Mr. Corliss, unless three credit references are provided; otherwise terms are cash and carry. He said he has few bad accounts.

LAUREL FARMS, INC., is the new name of the Laurel Gardens nursery. The firm has also changed its address from Bound Brook, N. J., to White House Station, N. J.

QUALITY LINERS

	Per 100
Viburnum carlesii	
4 to 12 ins., transplants.....	\$25.00
American Holly	
6 to 10 ins., transplants.....	27.50
French Hybrid Lilacs , best varieties	
4 to 8 ins., grafts.....	27.50
8 to 15 ins., grafts.....	37.50
Pink-flowering Dogwood	
10 to 15 ins., grafts.....	75.00

Send for new spring list.

POSSUM HOLLOW NURSERIES

6909 Henley St.
Philadelphia 19, Pa.

HANKOW CORKSCREW WILLOW

	Per 10
250 4 to 5 ft.	\$13.50
190 8 to 10 ft., heavy	28.00
100 10 to 12 ft., heavy	40.00

MOSES NURSERIES
Lima, N. Y.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.
Write for Wholesale Price List

LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

TAXUS

Upright, 6 to 14 ft.
Also Other Varieties of Taxus.

BULK'S NURSERIES
BABYLON, L. I., N. Y.

A. A. N. BOARD DECISIONS

The board of directors of the American Association of Nurserymen, at its midwinter meeting, held January 16 to 18 at the Hotel La Salle, Chicago, Ill., took action to establish delegate apportionment for the 1958 meeting. It was determined that \$200 in dues paid will entitle a chapter to its first delegate to the

HOUTZDALE TREE NURSERY

R. D. 1, Box 80 C
Houtzdale, Pa.

	Per 100	Per 1000
Scotch Pine, French		
3-yr., 5 to 9 ins.	\$5.00	\$30.00
3-yr., 3 to 6 ins.	3.00	15.00
2-yr., 3 to 6 ins.	4.00	25.00
2-yr., 2 to 4 ins.	2.50	10.00

Austrian Pine

2-yr., 3 to 6 ins.	4.00	25.00
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Blue Spruce

4-yr., 6 to 8 ins.	7.00	35.00
3-yr., 3 to 6 ins.	4.00	30.00
2-yr., 1½ to 2½ ins.	3.00	18.00

Norway Spruce

2-yr., 3 to 6 ins.	3.00	25.00
--------------------	------	-------

HOLLIES

One of the most complete collections of the better named varieties of American and English holly, 3 to 6-inch pots. Field plants, 2 to 6 ft. Send for list.

ANGELICA NURSERIES

R. D. 1
MOHENTON, PA.

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.
P. O. Box 336
MILFORD, DEL.

BOULEVARD NURSERIES

Newport, R. I.

- Quality Nursery Stock
- Lining-Out Stock
- Root-Thru Plant Pots

board of governors and that a delegate will be added for each additional \$2,000 in dues paid. All chapters have been advised of this schedule, under which the size of the board of governors will be 76 to 78.

Consideration was also given to a proposal to reorganize the A. A. N. board of directors so as to insure representation on the board of the

Grown at ARP
Under Irrigation

ROSEBUSHES

DEWY FRESH,
With **DEEP-DOWN**
QUALITY

IN BEAUTIFUL PACKAGES
OR BARE ROOT



24-hour shipping service on most orders, or
free refrigeration until May 1.
Regular trade terms to rated firms.
Patented roses, ARP-grown and sold under
licenses from patent owners.



PACKS OF QUALITY

Two top grades, guaranteed to bloom if sold
in two weeks, given normal care.
A Machine Product — Uniform, Colorful,
Pooled, Truckloads — Literature, Ad-Aids.
Write, Wire or Call Today!

FOR THE GARDEN CENTER ROSE PACKS

Beautifully protected for sales display.
Patented varieties, green-silver Ranch House
style, minimum 5 each, case of 10 or 25,
priced retail less 40 per cent.

ALL OTHERS:

Order	Style	Grade	Case	Price
DE	Ranch House	NNN	10	\$ 9.50
IE	Red-Silver	No. 1	10	7.50
RE	Royal Rose	No. 1 1/2	12	7.20
C-3A	Collection 5	No. 2	12	19.20
T-W	Thrifty-Three	No. 2	20	23.00

MIXED CASES, popular assortment:

I-B	Red-Silver	No. 1	25	\$18.75
R-B	Royal Rose	No. 1 1/2	30	18.00
L-F	Patented			Discount
	Ranch House		25	40%

BARE-ROOT PRICES:

GROUP A			
(Less than 10 of a kind, No. 1 only)			
Rates 100 up are for 10 of a kind and size.			
	Each	Each	
	110-9	100 and up	
Grade No. 1	\$0.70	\$0.55	
Grade No. 1 1/2		.45	
GROUP B			
	Each	Each	
	110-9	100 and up	
Grade No. 1	\$0.75	\$0.60	
Grade No. 1 1/2		.50	

PATENTED ROSE PRICES

WHOLESALE (Per Variety)					
RETAIL (Per Var.)	Each	Each	Each	Each	Each
Each	110-9	100 to 19	20 to 99	249	and up
\$1.50	\$1.10	\$0.90	\$0.75	\$0.70	\$0.65
1.75	1.20	1.00	.87 1/2	.80	.75
2.00	1.50	1.10	1.00	.95	.85
2.25	1.45	1.25	1.12 1/2	1.05	.95
2.50	1.60	1.40	1.25	1.20	1.10
2.75	1.75	1.50	1.37 1/2	1.30	1.20

For No. 1 1/2 Grade Discount 20%.

RED

A	Ami Quinard
\$2.25	Charlotte Armstrong (Pat. 455), No. 1 1/2
A	Charles K. Douglas
A	Christopher Stone
B	Crimson Glory
B	Etoile de Hollande
A	Grenoble
\$2.50	Living (Pat. 1463), No. 1 1/2
\$2.25	Nocturne (Pat. 713)
B	Poinsettia
\$2.25	Pres. Eisenhower (Pat. 1217), No. 1 1/2
A	Red Radiance
A	Rouge Mullerin
\$1.75	Rubaiyat (Pat. 758)
\$2.50	Zulu Queen (Pat. 363), No. 1 1/2

WHITE

\$2.25	Blanche Mullerin (Pat. 594), No. 1 1/2
B	Caledonia
A	Frau Karl Druschki
A	Kaiserin A. Viktoria
A	Konigin Luise
B	Rex Anderson

PINK

A	Betty Upchurch
A	Dainty Bess
A	Editor McFarland
\$2.25	Enchantment (Pat. 737)
\$2.75	Helen Traubel** (Pat. 1028), No. 1 1/2
\$1.75	K. T. Marshall (Pat. 607)
\$2.50	Linda Porter (Pat. 1507), No. 1 1/2
B	Picture
A	Radiance
\$2.25	Show Girl (Pat. 646)
B	The Doctor, No. 1 1/2
\$2.50	The Duke (Pat. 1522)
\$2.50	Tiffany (Pat. 1304), No. 1 1/2

TWO-TONE

A	Condessa de Soutago
A	Countess Vandal, No. 1 1/2
A	Edith Nellie Perkins
\$2.50	Love Song (Pat. 1350), No. 1 1/2
A	Tallman

YELLOW

\$2.50	Burnaby (Pat. 1314)
\$2.00	Diamond Jubilee (Pat. 824)
B	Ellipse
\$2.00	Fred Howard (Pat. 1096), No. 1 1/2
A	Golden Charm
\$2.00	Golden Scepter (Pat. 910), No. 1 1/2
\$2.50	Lemon Chiffon (Pat. 1241)
B	McGredy's Yellow, No. 1 1/2
B	Mrs. Pierre S. du Pont, No. 1 1/2
A	Sœur Therese

GRANDIFLORA

\$2.50	Buccaneer (Pat. 1119)
\$2.75	Montezuma (Pat. 1383)
\$2.50	Queen Elizabeth (Pat. 1259)
\$2.50	Roundelay (Pat. 1280), No. 1 1/2

FLORIBUNDA

\$2.00	Amy (Pat. 1455)
B	Betty Prior
\$1.50	Donald Prior (Pat. 377)
A	Else Poulsen
\$2.00	Fashion (Pat. 789)
B	Floradora
\$2.50	Fusilier (Prop. Rights Res.), 1958 All- America
\$2.00	Geranium Red (Pat. 811)
\$2.50	Gold Cup (Prop. Rights Res.), 1958 All-America
A	Golden Salmon, No. 1 1/2
\$1.75	Goldlocks (Pat. 672)
A	Improved Lafayette
\$2.00	Jimmy Cricket (Pat. 1346)
\$2.00	Lavender Pinocchio (Pat. 947)
\$2.00	Ma Perkins (Pat. 1143)
\$2.00	Orange Sweetheart (Pat. 1155)
\$2.00	Pinkie (Pat. 712)
\$1.75	Pinocchio (Pat. 484)
\$1.75	Red Pinocchio (Pat. 812)
B	Red Ripples
B	Rosenelle
\$2.75	Spartan (Pat. 1357)
\$1.50	Summer Snow (Pat. 416)
\$2.00	Vogue (Pat. 926)
\$1.50	World's Fair (Pat. 362)

CLIMBERS

B	Blaze
B	Cl. Cecile Brunner
\$2.50	Cl. Crimson Glory (Pat. 736), No. 1 1/2
A	Cl. Golden Charm
\$2.50	Cl. Goldlocks (Pat. 1090), No. 1 1/2
A	Cl. Mrs. F. S. du Pont
\$2.25	Cl. Peace (Pat. 932)
A	Cl. Poinsettia
A	Cl. Red Radiance
A	Cl. Sœur Therese
\$2.00	Cl. Summer Snow (Pat. 400)
A	Cl. Tallman
A	Cl. White American Beauty
\$2.25	Dream Girl (Pat. 643)
\$2.75	Gladiator (Pat. 1524), No. 1 1/2
\$2.75	Golden Showers (Pat. 1557), No. 1 1/2
\$2.50	High Noon (Pat. 704), No. 1 1/2
B	New Dawn
A	Paul's Scarlet Climber
B	White Dawn, No. 1 1/2

Sweetheart Special, True Cecile Brunner.
Each, \$1.00; 10 for \$9.00; 100 for \$80.00.
For No. 1 1/2, discount 20 per cent.



ARP NURSERY CO.

THE TEXAS ROSE WITH A FUTURE
Phone: LYric 2-2672

Box 3338-J

Tyler, Tex.



ACER PALMATUM ATROPURPUREUM

Carefully Selected — Finest Reds Only
For Spring, 1958

For Growing On—	Each Per 100	Each Per 250 or more
2-yr., light br., 8 to 10 ins.	\$0.33	\$0.30
2-yr., light br., 10 to 12 ins. ....	.38	.35
2-yr., light br., 12 to 15 ins. ....	.45	.42

Large Enough for 6-in. Pots — For Immediate Resale

3-yr., br., T., 12 to 15 ins. ....	.80	.75
3-yr., br., T., 15 to 18 ins. ....	.95	.90
4-yr., well-br., T., 10 to 12 ins.	1.00	.95
4-yr., well-br., T., 12 to 15 ins.	1.25	1.18
4-yr., well-br., T., 15 to 18 ins.	1.60	1.50
4-yr., well-br., T., 18 to 21 ins.	2.00	1.90

All 3 and 4-yr., well-branched, could pot in 6 and 8-in. pots, for plant mart sales, heavy-grade.

Shipped dormant — packed in sphagnum. A 20% deposit on all orders. Balance before delivery or C. O. D.

HUBBS NURSERIES

Route 130

Riverton, N. J.

Specializing in Japanese Maple Seedlings

NORTHERN-GROWN STOCK

LANDSCAPE-SIZE SHRUBS

	Per 10	Per 100
<i>Clethra alnifolia</i> 18 to 24 ins., clumps	\$ 4.00	\$ 35.00
2 to 3 ft., clumps	6.00	50.00
<i>Ilex verticillata</i> 2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	7.00	60.00
4 to 6 ft., clumps	10.00	90.00
<i>Viburnum cassinoides</i> 2 to 3 ft., clumps	6.00	50.00
3 to 4 ft., clumps	8.00	70.00
<i>Viburnum dentatum</i> 2 to 3 ft., clumps	5.00	40.00
3 to 4 ft., clumps	7.00	60.00
4 to 5 ft., clumps	9.00	70.00

CLUMP BIRCH

Paper Birch 4 to 6 ft., 3 stems and up ..	40.00	.....
6 to 8 ft., 3 stems and up ..	60.00	.....
Gray Birch 4 to 6 ft., 3 stems and up ..	30.00	250.00
6 to 8 ft., 3 stems and up ..	45.00	350.00

PAPER BIRCH

<i>Betula papyrifera</i> 6 to 8 ft., shows color	12.00	100.00
--	-------	--------

All stock is first-quality collected material

LINING-OUT STOCK

	Per 100	Per 1000
<i>Acer saccharum</i> 2 to 3 ft.	\$ 15.00	.....
3 to 4 ft.	30.00	.....
4 to 6 ft.	70.00	.....
6 to 8 ft.	125.00	.....
<i>Betula papyrifera</i> 1 to 2 ft.	12.00	\$100.00
2 to 3 ft.	15.00	120.00
4 to 6 ft.	40.00	.....
<i>Clethra alnifolia</i> 6 to 18 ins.	8.00	70.00
<i>Ilex verticillata</i> 1 to 2 ft.	12.00	100.00
<i>Syringa vulgaris</i> 1 to 2 ft.	8.00	70.00
<i>Viburnum acerifolium</i> 6 to 18 ins.	15.00	120.00
<i>Viburnum cassinoides</i> 1 to 2 ft.	9.00	80.00
<i>Viburnum dentatum</i> 1 to 2 ft.	9.00	80.00

HEMLOCK SEEDLINGS

	Per 100	Per 1000
<i>Tsuga canadensis</i> 6 to 9 ins.	5.00	30.00
9 to 12 ins.	8.00	70.00
12 to 18 ins.	15.00	120.00

ISAAC LANGLEY WILLIAMS

P. O. Box 352

Exeter, N. H.

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade. Available for prompt shipment throughout the year. Shipments anywhere including Canada. Good packing free. A good source of supply.

PEEKSKILL NURSERY

Phone: Lakeland 8-5595
SHRUB OAK, N. Y.

mail-order, landscape, garden center and wholesale interests within the association. The board of directors authorized the distribution of the proposal as discussed to the board of governors and to the membership for consideration and discussion at the Dallas meeting.

The executive committee for the 1959 convention was appointed, with additions possible in the future. Sidney B. Hutton, Jr., Conard-Pyle Co., West Grove, Pa., was named general chairman.

FLORIDA FREEZE DAMAGE

Nurseries in Baker county, Florida, suffered about \$50,000 in damage during the December cold wave in that state, according to an initial estimate announced recently by county agent Luther Harrell. Quoted in a local newspaper, Mr. Harrell said the final damage figure may be lower, since some of the plants may be saved through pruning. Fruit trees were hardest hit by the cold, he said.

Edwin Fraser, Southern States Nurseries, Macclenny, figured his over-all losses at about \$35,000. Besides approximately 20,000 fruit trees that were killed, he said there was a large number of the nurseries' ornamental shrubs that were defoliated and cannot be sold until next year. Mr. Fraser said all buds on camellia plants and most of the azalea buds were killed, as well as a large number of small palms.

Aubrey Green, Glen St. Mary Nurseries, Glen St. Mary, estimated his damage at about \$10,000, mostly in fruit trees. A large number of oleanders also were killed, he added. Blair's Nursery suffered only minor damage, according to Claude Blair, who said that most of his young plants and shrubs were damaged, but that he could recoup most of this loss through pruning. Joseph Crow, owner of Ponsell Farms, Inc., Glen St. Mary, figured his losses at about \$5,000 and said they occurred largely in small citrus trees and boxwood.

ENTERING the retail nursery business is Ernest Hoelperl, Dodge road, R. D. No. 1, Tonawanda, N. Y.

LEACH'S NURSERIES, Riverton, N. J., have been purchased by George E. Chandler, who was employed by the nursery for the past six years. Mr. Chandler assumed ownership January 2, 1958, and has changed the name to Chandler's Nurseries. The firm is a wholesale grower of azaleas.

Now... a one-insecticide arsenal for ornamentals

**Malathion gives all-around protection;
stops resistant insects; offers safety in use.**

MALATHION solves the problem of what to use against which insect. It gives thorough, quick kills on practically all insects attacking flowers, shrubs, shade and fruit trees.

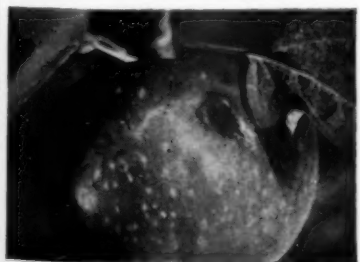


Aphids on rose

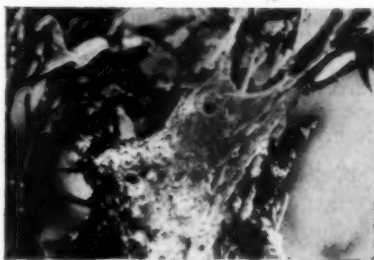


Birch leaf miner damage

Malathion is a phosphate insecticide; but unlike most of the other phosphates, it is *low* in toxicity to man and animals... makes safe handling easy for your staff. Respirators or protective clothing are not required. The



Codling moth injury



Webworm on lilac

U. S. Dept. of Agriculture calls malathion, "...one of the safest insecticides to handle," and the U. S. Public Health Service says, "...the toxicities of malathion (oral and through the skin) are less than those of DDT."

Because malathion's chemistry is different from the chlorinated insecticides, it controls DDT-resistant pests. For example, resistant strains of codling moth and leafhopper.



Mealybug on taxus



Thrips damage on gladiolus

Malathion comes in liquids, dusts and wettable powders. It's packaged under the brand names of over 100 well known manufacturers. Ask your regular supplier for the brands he carries.



FREE — for retail trade: Counter display shows pictures on this page in full color. Hands out free leaflets, displays the brand of malathion you sell. Only 18½ inches wide, punched for wall display. You can recommend malathion with confidence because it controls practically any insect problem your customers are likely to encounter. Write: American Cyanamid Company, Insecticide Department AN 2, 30 Rockefeller Plaza, New York 20, New York. Also available for professional use: Free leaflet giving rates, timing and a complete list of malathion's many uses.

SEEDLINGS FOR SPRING

	Per 100	Per 1000
Scotch Pine		
2-yr., S., 2 to 4 ins.	\$ 2.50	\$12.50
2-yr., S., 3 to 6 ins.	4.00	20.00
2-yr., S., 4 to 8 ins.	5.00	25.00
Riga Scotch Pine		
2-yr., S., 2 to 4 ins.	3.00	15.00
2-yr., S., 4 to 8 ins.	5.00	25.00
French Scotch Pine		
2-yr., S., 1 to 3 ins.	3.00	15.00
Scotch Pine		
(2-1), T., 1 to 3 ins.	4.00	20.00
(2-1), T., 3 to 5 ins.	7.00	35.00
(2-2), T., 5 to 10 ins.	10.00	50.00
(2-2), T., 10 to 15 ins.	15.00	75.00
(2-2), T., 15 to 18 ins.	25.00	....
Austrian Pine		
2-yr., S., 3 to 6 ins.	5.00	25.00
Red Pine		
2-yr., S., 2 to 4 ins.	4.00	20.00
3-yr., S., 5 to 10 ins.	7.00	35.00
Mugho Pine		
3-yr., S., 3 to 7 ins.	7.00	35.00
Douglas Fir		
3-yr., S., 2 to 4 ins.	4.00	20.00
Blue Spruce		
3-yr., S., 2 to 4 ins.	4.00	20.00
3-yr., S., 4 to 8 ins.	8.00	40.00
(2-2), T., 3 to 6 ins.	10.00	50.00
(2-2), T., 8 to 12 ins.	30.00	....
Norway Spruce		
2-yr., S., 2 to 4 ins.	3.00	15.00
2-yr., S., 4 to 8 ins.	5.00	25.00
(2-2), T., 5 to 8 ins.	10.00	50.00
(2-2), T., 8 to 12 ins.	15.00	75.00
(2-2), T., 10 to 16 ins.	25.00	....
White Spruce		
2-yr., S., 2 to 4 ins.	3.00	15.00
2-yr., S., 3 to 6 ins.	5.00	25.00
(2-2), T., 4 to 8 ins.	10.00	50.00
(2-2), T., 8 to 12 ins.	15.00	....
Black Hills White Spruce		
3-yr., S., 2 to 4 ins.	4.00	20.00

IMPORTANT—Read carefully. These prices subject to 5% discount on quantities of 25,000 or more.

The size of the following seedlings is one to two inches. Net price. No discounts. For transplanting in beds.
Scotch Pine (\$7.50 per 1000)
Blue Spruce (\$10.00 per 1000)

All orders must be accompanied by cash or a 25% deposit. The balance will be shipped C.O.D.

ROOTSPRED TREE PLANTER: Reforestation, Christmas Tree and Ornamental Planting.

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SAM DIBLE NURSERY
R. F. D. 3 Shelocta, Pa.

COVER ILLUSTRATION

Acer Platanoides Crispum

As a result of the species having been in cultivation for a great many years and consequently much improved, *Acer platanoides* is represented in a number of forms and varieties. Widely differing woody structures, from globe to columnar forms, and leaves of many types, some varying in color, are found among the propagated clones of the Norway maple.

One of the hardiest of maples and a species fairly free from serious insect or blight attacks, the Norway maple succeeds in a great variety of mediocre soils. For this reason, the species and its many cultivated forms have long been much planted.

A most interesting variety of *A.*



Foliage of Hood-Leaved Maple

platanoides is the hood-leaved maple. Now known as variety *crispum*, it was long described as *A. platanoides cucullatum*, getting the varietal name from the Latin word for hood or cap.

At first sight, the leaves of the hood-leaved Norway appear to be distorted from disease or insect injury. Further inspection shows the leaf to be perfectly healthy, but oddly formed, with shallow-sinused, mucronate lobes greatly recurved from the blade and along the edges, which give the leaves their hoodlike appearance. The entire leaf has a rather dried, crisp look which justifies the varietal name of *crispum*.

The growth habit of this clone is usually 1-stemmed, with ascending laterals, and the tree is definitely



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A very complete line of quality ornamental stock. In addition to our regular assortment we are now producing many of the smaller and lower-growing trees, including:

Crataegus cordata (Washington Thorn). Grown with single, straight trunks and shapely heads, available in 4 to 5 and 5 to 6 ft.

Crataegus mollis (Downy Hawthorn). Single, straight trunks and excellent heads in 5 to 6, 6 to 7 and 7 to 8 ft.

Crataegus oxycantha pauli (Paul's Scarlet Thorn). Straight trunks, full tops, 4 to 5, 5 to 6 and 6 to 7 ft.

Many other smaller-growing varieties are available.

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FOR SPRING SHIPMENT

- 1200 *Acer palmatum atropurpureum*, seed-grown, 3-yr., T.
- 900 *Acer palmatum atropurpureum*, 1-yr., grafts
- 8000 *Barberry, thunbergi atropurpurea*, 2-yr., S., 6 to 9 ins.
- 2000 *Chamaecyparis plumosa aurea*, 2-yr., T.
- 3000 *Cornus florida*, 1-yr., S., heavy.
- 1000 *Cornus florida Prosser*, grafts, from pots
- 1000 *Ilex crenata latifolia*, 2-yr., T.
- 5000 *Taxus cuspidata capitata*, 2-yr., T.
- 2500 *Tsuga caroliniana*, 2-yr., T.

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 NEW LONDON, CONN.

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IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list on printed stationery.

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DEL RANCHO FORTUNA, INC., has dug and tied up, ready for spring, 1958, delivery, the following — finest of California's fine stock:

PLUMS

	2 to 3 ft.	3 to 4 ft.	4 to 5 ft.	5 to 6 ft.	6 to 8 ft.	6 to 8 ft.
	1/8 to 3/8 in. cal.	3/8 to 1/2 in. cal.	1/2 to 5/8 in. cal.	5/8 to 3/4 in. cal.	3/4 to 1 in. cal.	1 in. cal. and up
10 Rate	45c	50c	55c	65c	75c	90c
100 Rate	40c	45c	50c	60c	70c	85c
Burmese	70	80	630	30	—	2
Damson	8	14	50	20	—	3
Mariposa	—	39	70	75	3	—
Queen Ann	60	130	690	31	70	5
Redroy	—	—	—	158	225	12
Santa Rosa	200	—	—	—	145	80
Satsuma	25	344	283	—	—	—

PRUNES

	10 Rate	50c	55c	60c	70c	80c	90c
	100 Rate	45c	50c	55c	65c	75c	85c
Early Italian	—	—	—	—	—	25	87
French Improved	167	9	82	14	155	203	—
Italian	7	2	10	—	137	60	—
Standard	5	40	14	80	63	17	—
Sugar	10	73	23	8	110	24	—

APPLES on Apple

	10 Rate	45c	50c	60c	70c	80c	95c
	100 Rate	40c	45c	55c	65c	75c	90c
Beverly Hills	38	142	27	5	—	—	—
Double Red Delicious	248	1308	782	920	40	—	—
Gravenstein	10	78	6	—	6	—	—
Red Astrachan	32	116	137	30	2	—	—
Red Delicious	22	152	210	29	3	—	—
Red June	30	25	—	—	—	—	—
White Astrachan	12	100	120	54	—	—	—
White Winter Pearmain	—	22	78	120	121	—	—
Winter Banana	23	61	—	7	1	—	—
Yellow Bellflower	14	59	25	53	5	—	—
Yellow Delicious	74	72	—	2	4	—	—
Yellow Transparent	12	66	118	133	50	—	—
Yellow Newton Pippin	8	103	—	—	20	—	—

PEARS

	2 to 3 ft.	3 to 4 ft.	4 to 5 ft.	5 to 6 ft.	6 to 8 ft.	6 to 8 ft.
	1/8 to 3/8 in. cal.	3/8 to 1/2 in. cal.	1/2 to 5/8 in. cal.	5/8 to 3/4 in. cal.	3/4 to 1 in. cal.	1 in. cal. and up
10 Rate	50c	60c	65c	70c	80c	95c
100 Rate	45c	55c	60c	65c	75c	90c
Comice	12	62	78	50	87	—
Kieffer	10	45	7	1	—	—
Seckel	5	57	102	146	18	—
Winter Nelis	28	23	6	—	1	—

FLOWERING CRAB APPLE

	10 Rate	65c	75c	90c	\$1.10	\$1.25	—
Malus Almey	20	138	166	106	85	—	—
Malus arnoldiana	229	432	23	1	—	—	—
Malus eleyi	70	184	—	—	—	—	—
Malus floribunda	230	250	—	—	—	—	—
Malus Hope	84	290	131	19	5	—	—
Malus Bechtel	467	384	—	—	—	—	—
Malus scheidecken	4	20	12	52	21	—	—

SHADE TREES

	4 to 5 ft.	5 to 6 ft.	6 to 8 ft.	8 to 10 ft.	10 to 12 ft.	12 to 14 ft.	Jumbo
Each per 10	90c	\$1.10	\$1.20	\$1.60	\$1.90	\$2.50	\$3.25
Each per 100	85c	\$1.00	\$1.10	\$1.50	\$1.75	\$2.35	\$3.00

(Write for quantity prices.)

Arizona Fruitless

Mulberry	—	—	—	34	330	278	42
Fruitless Mulberry	10	—	—	350	645	165	32
Maple-leaved Fruitless	—	—	—	—	—	—	—
Mulberry	154	113	52	1710	1555	—	—
Hardy Catalpa	40	16	—	100	159	—	3
Modesto Ash	220	60	—	310	927	626	4
Silver Maple	219	166	15	300	—	—	—

DWARF FRUIT TREES

Dwarf Apple:	—	—	—	—	—	—	—
Beverly Hills	—	—	—	—	—	—	48
Double Red Delicious	—	—	—	—	—	—	214
Flory Dwarf Peach	—	—	—	—	—	—	459
Dwarf Flowering Peach:	—	—	—	—	—	—	—
Variegated, pink and white	—	—	—	—	—	—	235
Dwarf Red	—	—	—	—	—	—	895
Dwarf Pink	—	—	—	—	—	—	280

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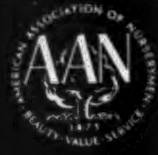
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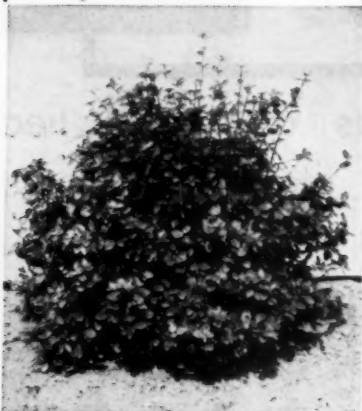
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EMERALD CHARM
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Gloucester and Ipswich, Mass.

upright in form. The specimen pictured on the cover was photographed by Gavaghan & Dobson, Rochester, N. Y. J. G.

CONNECTICUT COURSE

[Continued from page 18]

forms of plants that offer the homeowner more desirable year-round characteristics than many plants generally available at present.

To conclude Thursday mornings' session, Dr. Spencer Davis, extension specialist in plant pathology, Rutgers University, New Brunswick, N. J., gave an illustrated talk on "Diseases and Troubles of Nursery Stock." He commented on the disease problems peculiar to a number of specific plants and effective control measures for them. Dr. Davis also showed the nurserymen slides of nursery crops suffering from other difficulties, such as adverse temperature, pH and moisture conditions, improper fertilization and the presence of chemical by-products.

The final session of the short course was devoted to a detailed talk on "Containers," by John B. Hill, D. Hill Nursery Co., Dundee, Ill. He described methods of growing a variety of plants in various-size containers and some of the problems of maintenance and marketing involved. Later, Mr. Hill showed numerous color slides of an extensive variety of plants growing in containers, with additional timely comments on the cultural and production practices illustrated.

The three staff members from the University of Connecticut who presided during the short course sessions were Kenneth A. Bradley, assistant professor of nursery management; Jay Koths, extension ornamental horticulturist, and Harold O. Perkins, associate professor of landscape design.

The Connecticut short course talks will be reported in detail in future issues of the American Nurseryman.

HEADS KENTUCKY STUDY

Prof. A. J. Olney, head of the department of horticulture at the University of Kentucky, Lexington, announces that Dr. James D. Kelley, who recently joined the staff of the university, will be responsible for the development of a research program in floriculture and ornamental horticulture. Present plans for the program include establishment of trial grounds for woody plants, work on nutritional problems of ornamentals and studies on the use of plastic greenhouses.

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- Sunny Border, Inc.
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See Our Liner List in the
January 15 Issue

NURSERY STOCK

RED-LEAVED BAR-
BERRY, S., 6 to 9, 9 to 12,
12 to 18 inches.

CORNUS FLORIDA, S.,
planting and grafting size.

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Visitors welcome.

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WELL-GROWN—PROPERLY DUG—LIBERALLY GRADED—WELL-PACKED

	100 rate	1000 rate	2500 rate		100 rate	1000 rate	2500 rate
BERBERIS thunbergi atropurpurea (Red Barberry)				PICEA moerheimi			
2-yr., S., 6 to 9 ins., light	\$.05½	\$.04½	\$.04	pot grafts	\$1.20		
2-yr., S., 6 to 9 ins.	.06	.05½	.05	PYRACANTHA Kasan			
Also larger sizes				Very hardy, 4-in. pot	.50	\$0.40	
and 3-yr., T.				PYRACANTHA lalandi			
BERBERIS Crimson Pygmy				1-yr., pot	.25	.22	
2-yr., T., 4 to 6 ins.	.60	.50		4-in., pot	.50	.40	
BUXUS koreana				PYRACANTHA pauciflora			
1-yr., pot	.22	.20	.18	Semidwarf 4-in., pot	.50	.40	
CORNUS elegantissima				SORBUS aucuparia			
1½ to 2 ft., layers	.30	.25		1-yr., S., 4 to 6 ins.	.07	.06	
COTONEASTER adpressa				TAXUS cuspidata, extra-nice			
praecox				2-yr., pot	.30	.28	\$0.25
2-yr., T., 6 to 8 ins.	.45	.40		2-yr., from plant bands	.30	.28	.25
2-yr., T., 8 to 12 ins., ideal for cans	.50	.45		5-yr., T., bare-root	1.65	1.35	
COTONEASTER divaricata				TAXUS cuspidata capitata			
2-yr., T., 8 to 12 ins.	.28	.25	.22	8 to 10 ins., S., 2-yr. pot	.30	.28	.25
2-yr., T., 12 to 18 ins.	.32	.28		8 to 10 ins., S., 3-yr. pot	.60	.55	
COTONEASTER horizontalis				10 to 12 ins., S., 4-yr., T.	1.00	.85	
2¼-in., pot, 8 to 12 ins.	.30	.25	.22½	2-yr., pot, from cuttings, heavy	.30	.28	.25
EUONYMUS alatus				2-yr., from bands, cuttings, heavy	.30	.28	
2-yr., pot	.30	.28	.25	TAXUS densiformis			
10 ins. and up, well-br.	.40	.36		2-yr., T., heavy	.45	.44	.42
EUONYMUS radicans				TAXUS intermedia			
Sarcocoe, upright				2-yr., pot	.30	.28	
2¼-in. pot	.25	.22½		2-yr., from bands	.30	.28	
EUONYMUS radicans				TAXUS media No. 8			
vegetus				3-yr., T.	.65	.60	
2-yr., T., 12 to 18 ins.	.50	.45		TAXUS andersoni			
FORSYTHIA Lynwood Gold				2-yr., from bands	.30	.28	
2-yr., T., bushy	.35	.30		TAXUS baccata repandens			
HEDERA helix baltica				Heavy, pot grafts	.90	.85	
wilsoni 1-yr., pot	.24	.18	.15	THUJA globosa			
ILEX convexa				2-yr., T., heavy	.40		
2-yr., pot	.35	.30		THUJA hoveyi			
JUNIPERUS pfitzeriana				1-yr., pot	.22	.20	
1-yr., pot	.30	.25	.22	THUJA nigra			
JUNIPERUS pfitzeriana				1-yr., pot	.22	.20	.18
compacta 2-yr., pot	.45	.40	.35	THUJA pyramidalis			
JUNIPERUS horizontalis				Heavy, pot grafts	.55	.50	
plumosa 1-yr., pot	.22	.20		VIBURNUM carlesi			
JUNIPERUS c. denserecta				Summer pot grafts, heavy	.50	.45	
Spartan, T.M., NEW, grafts	.90	.85	.80	VIBURNUM opulus nanum			
MAGNOLIA soulangeana				2-yr., pot	.30	.28	
2¼-in., pot, 6 to 12 ins.	.45	.42		WEIGELA vaniceki			
3-in. pot, 8 to 12 ins.	.50			2 to 3 ft., 2 to 3 br.	.28	.25	.22
MAGNOLIA stellata							
12 to 18 ins., 4-in., pot	.65	.60					
PACHISTIMA canbyi							
1-yr., pot	.18	.15					

ROOTED CUTTINGS FOR LATE SPRING DELIVERY

	100 rate	1000 rate	2500 rate
Taxus cuspidata	\$.012	\$.010	\$.009½
Taxus densiformis	.14	.12	.11
Taxus henryi	.14	.12	.11
Taxus media browni	.14	.12	.11
Taxus media hicksi	.12	.10	.09½
Thuja occidentalis woodwardi	.12	.10	.09½

JUNIPER GRAFTS

	10 rate	100 rate	1000 rate
Juniperus c. blaauwi			
NEW, blue	\$.080	\$.075	\$.070
Juniperus c. denserecta			
Spartan, T.M.	.90	.85	.80
Juniperus c. Mountbatten	.80	.75	.70
Juniperus virginiana burki	.70	.65	.60
Juniperus virginiana pyramidaliformis (Dundee)	.70	.65	.60
Juniperus virginiana glauca	.70	.65	.60

TERMS: 2% 10 days; 30 days net; 3% for cash with order.



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Just west of city limits on U.S. 27.
(OUR 35th YEAR)

A Busman's Holiday

IX. The Trip Home

By A. O. Rasmussen

When we reached Las Vegas, Nev., Monday, September 30, our first objective was to obtain a motel room at a reasonable price. We had understood that reduced prices were in effect from Monday until Thursday, inclusive. We also obtained tickets at the spectacular Sahara restaurant, where we spent several hours, after which we joined the crowd in the glittering casino and had our first experience in various games of chance whereby one can be relieved of surplus cash. A word of advice—plan to spend so much—no more—and then leave before temptation overwhelms you. We left the Sahara in the wee hours of the morning to marvel at the fantastic lighting of the main street.

After a short night's rest we left Las Vegas behind and started toward Boulder City, site of Hoover dam. This is the highest dam in the Western hemisphere, 726.4 feet high. The transcontinental highway connects Arizona and Nevada. We crossed the Arizona state line at 1:30 p. m.

En route to Kingman, we experienced another of the several dust storms we had encountered in our travels. On the approach to the city we saw an attractive entrance planting of flowers. Kingman is the center of a large mining and cattle country. Journeying left on Route 66, we passed the Hualapai Indian reservation, and from then on our trip was uneventful until we arrived at Williams, gateway to the Grand canyon.

Grand Canyon Area

Williams is in a beautiful, heavily wooded area, at the foot of the Bill Williams mountain. The principal industries are lumbering, cattle and sheep raising. We looked forward eagerly to our next morning's journey to the Grand canyon.

Grand Canyon national park contains 673,062 acres of federal land. Beyond the eastern boundary lies the fabulous Painted desert. The south rim, which we visited, has an elevation of 6,900 feet. The first view which one sees is at Mather point, where one can obtain a 40-mile sweep from the palisades of the desert to Powell plateau.

Our next stop was at Yavapai point, where one can see the raging Colorado river, second largest

river in the United States, 4,500 feet below. The observation station at this point is impressive, and a naturalist is always available to answer questions. We continued to several other vantage points, terminating at Hermit's Rest, where a large rest house built of canyon boulders was attractive.

We left the canyon about 4 p. m. and continued on Route 64 to Cameron and then south on Route 89 to Flagstaff, an interesting cattle town and tourist center. En route we saw herds of cattle and flocks of sheep being tended by their Indian owners. The next morning we drove east to the Petrified forest.

Petrified Forest

The Petrified forest is divided into six separate areas, or forests, with many giant logs of agate lying on the ground and millions of smaller chips and fragments forming a colorful ground cover. According to scientists, the principal trees resembled

our native pines, but were more closely related to the araucarian pines of Australia and South America. Remains of two other kinds of primitive trees are sometimes found.

Outstanding points of interest in the Petrified forest are the Puerco ruin, an ancient Pueblo village; Newspaper rock, showing prehistoric petroglyphs (carvings which probably recorded ancient events); the agate bridge, a natural petrified log bridge, 111 feet in length; blue mesa; the haystacks, and the Puerco river, running almost parallel to the Atchison, Topeka & Santa Fe railroad.

Many of the plants which have become adapted to this semiarid area are small. Here are asters, paintbrush, rabbit brush and sunflowers blooming throughout the greater part of the summer, while the cacti, Mariposa lilies and yuccas bloom in the spring. Souvenir collecting is prohibited by law.

Painted Desert

We then visited the Painted desert, where the ground area is composed of water-deposited layers of volcanic ash, interbedded with thin lenses of sandstone, shale and river gravel. The alteration of the ash has converted it into a claylike rock, known as bentonite, which when

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	Per 100	Per 1000
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2-0, 2 to 4 ins.	\$2.50	\$12.50
2-0, 4 to 8 ins.	5.00	30.00
3-0, 8 to 16 ins.	7.00

Scotch Pine, German		
2-0, 2 to 4 ins.	2.50	12.50
2-0, 5 to 8 ins.	5.00	30.00

Scotch Pine, French		
2-0, 2 to 4 ins.	2.50	12.50
2-0, 4 to 6 ins.	4.50	25.00
2-0, 4 to 8 ins.	5.00	30.00

The above is Auvergne strain, short needle, blue-green color.

2-0, 3 to 5 ins.	4.00	20.00
2-0, 5 to 9 ins.	6.00	35.00

The above is Haganau strain, long needle.

NOTE: In order to satisfy the individual demands of our many customers, we are offering the above strains of Scotch Pine. They are all highly recommended by our seed suppliers for good color, straight stems, compactness and fast-growing characteristics. They are grown from the best seed obtainable, under the best growing conditions, to develop the healthiest seedlings possible to withstand drought, disease and insect damage.

Austrian Pine		
2-0, 3 to 4 ins.	3.00	15.00
2-0, 4 to 6 ins.	4.50	25.00
3-0, 8 to 14 ins.	5.00	30.00
4-0, 12 to 18 ins.	10.00	....

White Pine		
2-0, 3 to 5 ins.	4.00	20.00
3-0, 5 to 9 ins.	5.00	30.00

**AMERICAN RED PINE, PONDEROSA PINE AND MUGHO
PINE NOT AVAILABLE THIS YEAR.**

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We guarantee all stock represented herein as to size and quality, or your money cheerfully refunded.

The name SCHROTH stands for the best. Your order will convince you. Make a Christmas tree planting this season. Scotch is the best bet. Do not delay. Send for complete listing and terms.

All stock offered subject to prior sale.

SPRUCE SEEDLINGS

	Per 100	Per 1000
Norway Spruce		
2-0, 3 to 5 ins.	\$ 3.00	\$ 20.00
2-0, 5 to 8 ins.	4.00	30.00
3-0, 6 to 12 ins.	6.00	35.00
4-0, 12 to 16 ins.	10.00	60.00

Colorado Blue Spruce, from select seed. Color very good.		
3-0, 3 to 5 ins.	3.50	20.00
3-0, 5 to 9 ins.	5.00	35.00
4-0, 6 to 12 ins.	10.00	60.00
4-0, 12 to 14 ins.	20.00	120.00

White Spruce		
2-0, 3 to 5 ins.	3.00	20.00
3-0, 5 to 9 ins.	5.00	30.00
4-0, 6 to 10 ins.	6.00	35.00
4-0, 9 to 14 ins.	13.00	70.00

Engelmann Spruce		
2-0, 2 to 4 ins.	2.50	15.00
2-0, 4 to 6 ins.	4.00	25.00
3-0, 6 to 12 ins.	6.00	35.00

Black Spruce (Mariana)		
3-0, 5 to 8 ins.	3.00	....
3-0, 8 to 14 ins.	5.00	35.00

FIR SEEDLINGS

	Per 100	Per 1000
Douglas Fir (Glauca)		
2-0, 2 to 4 ins.	\$3.50	\$20.00
2-0, 4 to 8 ins.	6.00	35.00
Concolor Fir		
2-0, 2 to 4 ins.	3.50	20.00
2-0, 4 to 6 ins.	5.00	50.00

LARCH SEEDLINGS

	Per 100	Per 1000
European Larch		
3-0, 8 to 14 ins.	\$10.00	....

**We Do Not Have Any Transplants of Any Kind,
or Chestnut Seedlings for Spring Planting.**

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WILMAT HOLLY LINERS

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ILEX OPACA	Per 100
Arden	\$45.00
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Selected Heavy Fruiter.....	45.00
Males	45.00

CHINESE HOLLY

AQUIPERNYI, male and female	45.00
AQUIPERNYI Brilliant	45.00
Cornuta, male and female	40.00
Cornuta burfordi	40.00
Pernyi, male and female.....	40.00
Cornuta rotunda	45.00
Pedunculosa, male and female	55.00

ILEX AQUIFOLIUM

Alcicornis	45.00
Fisheri	45.00
Integrifolia	45.00
Lichtenthali	45.00
Fisher, male	45.00
Fox, male	45.00
Pyramidalis, male	45.00
Robinson, male	45.00
W. J. Bean	55.00
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Jan van Tol	55.00
Dr. Kassob	55.00
Recurva	55.00
Rederly	55.00
Shepherdii	55.00
Smithiana	55.00
Argentea marginata (Silver Queen)	65.00
Aurea-regina (Golden Queen)	65.00
Ciliata Major	65.00
Argentea marginata 4-in. pots, 12 to 15 ins., each	1.25

25 of any one variety at the 100 rate. Special prices on lots of 1000. 6 per cent discount on orders accompanied by cash. Most of the above varieties available in 4-in. pots. Write for prices. Greenhouses located in Old Laurel Hill cemetery, 35th St. and Ridge Ave., Philadelphia, Pa. Mailing address:

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NOVAK'S NURSERY
Houtzdale, Pa.

Per 1000

Scotch Pine	
3 to 6 ins., 2-yr.	\$25.00
5 to 12 ins., 3-yr.	30.00

Blue Spruce	
3 to 6 ins., 3-yr.	25.00
5 to 8 ins., 3-yr.	35.00
6 to 10 ins., 4-yr.	45.00

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Gillette, N. J.

pure is nearly white. Minute quantities of iron oxides in the volcanic ash have stained the layers to many shades of yellow, brown, blue and red. On a cloudy day, or after a rain in the early morning or late evening, one can view a wonderful kaleidoscope of moving colors.

Leaving the Painted desert area we drove farther east through Holbrook and the rugged countryside, through Gallup and on east to the Laguna Indian reservation. There we saw adobe cottages with the inevitable high-priced cars sitting under ramshackle lean-tos. Darkness came upon us too quickly, and the last 48 miles to Albuquerque were driven in darkness.

The next morning we had an opportunity to see modern Albuquerque, with its attractive homes. Here and there some of the old adobe buildings blend with the present-day structures. The picturesque Sandia mountains, with their attractive colors, provide a fascinating background.

We followed the popular Route 66 to Cuervo. There the bluffs of Llano were observed on our right as we proceeded to Tucumcari, the center of the cattle-raising and farming area. In this area over 500 farms are being irrigated by the Conchas dam project.

Texas and Oklahoma

Thirteen miles farther east we crossed the Texas line. Once more we began to notice the grain elevators and the greenness of pasture lands. We passed the Amarillo experiment station, near Bushland, a suburb of Amarillo.

Amarillo is the largest city in the Texas panhandle. It is also the capital of the gas and oil industry of this region. The largest helium operation in the world and one of the world's largest carbon black manufacturers are located in the metropolitan Amarillo area.

We left Amarillo on Saturday morning, October 5, and drove to Sayre, the marketing center for area-grown broomcorn. Oil derricks, refineries and natural gas wells reminded us of northwestern Pennsylvania scenery. Our next stop was El Reno.

In this area we had our introduction to the cotton fields. We passed several small garden center areas, where all materials were of the container type. At Oklahoma City we noted Higdon's Nursery and large garden center, with a flower shop attached—an attractive establishment.

Oklahoma City, the capital of

SURPLUS SALE
30,000 Shade Tree Liners

Per 100 Per 1000

NORWAY MAPLE
(Acer platanoides)
1-yr., S., 5 to 10 ins. \$10.00 \$50.00

HONEY LOCUST,
Thornless
(Gleditsia triacanthos inermis)
1-yr., S., 6 to 12 ins. 8.00 40.00

PIN OAK (Quercus palustris)
1-yr., S., 6 to 12 ins. 12.00 60.00

NOTE: Our plants are first-quality stock. Will be freshly dug from the field, not from storage. Please order now; late spring orders will not be accepted.

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1 and 2-yr. transplants to the trade. List upon request.

Propagation surplus, due to more efficient propagation methods, principally the use of fog. See our equipment advertisement in this issue.

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It's clean,
It's dry, No mixing,
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Granular Chloro IPC

THE PELLETIZED CHEMICAL WEED KILLER

There's a new and better material to keep your plantings free of weeds and grasses this year. It's Niagara's Granular Chloro IPC. This pre-emergence weed control comes in particles about the size of sugar or salt granules. You simply spread it on the ground. It controls a wider range of weeds . . . does a better job than anything you may have used before.

Granular Chloro IPC is a *safer* material than a miscible. That's because the solid particles will not adhere to seedlings or transplants, but drop harmlessly to the ground. It's easier to use than a liquid as there is no mixing involved.

Since Granular Chloro IPC is most effective on germinating seeds, a clean, well cultured bed or plot is the necessary starting point. Thereafter when applied in the Spring it will give good control until late Summer. Ideally, two applications a year, one Fall, one Spring will assure maximum weed control.

Write for literature and recommended methods for applying.

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Bedrench—for seedbeds

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Insecticides and Fungicides—a complete line for nursery use

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FLOWERING CRAB APPLE

Almey, pink (\$25.00 per 100)
 Atrosanguinea, carmine
 Eleyi, purple-red
 Floribunda, pink and white
 Hopa, pink
 Prince George, double pink
 Parkman, pink
 Flame, white
 Redfield, red
 Red Silver, red
 Spectabilis, pink and white
 Theifera, pink and white

FLOWERING QUINCE

Charming, shell-pink
 Coral Beauty, coral
 Snow, white
 Stanford Red, red

HYBRID FRENCH LILACS

Alice Eastwood, pink
 Charles X, claret-red
 Paul Harlot, purple
 Paul Thirion, claret-red
 Lucie Baltet, pink
 President Viger, blue
 President Lincoln, blue
 Mme. A. Buchner, pink
 Mme. Chas. Souchet, pale blue
 Mme. Lemoine, white
 Firmament, blue
 Vestale, white
 Ellen Willmott, white

All above root grafts, \$18.00 per 100; \$175.00 per 1000.

Pink Dogwood
 Viburnum juddi
 Dwarf Bartlett Pear

All above, \$25.00 per 100.

JAPANESE CHERRIES

Weeping Pink, single
 Kwanzan, double pink

All cherries, \$25.00 per 100;
 \$225.00 per 1000.

FLOWERING PLUM

Prunus Thundercloud, red leaves
 Prunus triloba, double pink

TERMS: Cash earns free packing or 25 per cent deposit, balance C.O.D.

Complete list on request.

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Pompton Plains 1, N. J.

Oklahoma, is densely populated and contains over 600 manufacturing firms. Time still permitted us to take the newly constructed Turner turnpike from a short distance north of Oklahoma City to Tulsa, which we reached at sundown.

Tulsa is known as the oil capital of the world, because the headquarters of many of the oil companies are located there. Particular attractions are the Gilcrease Institute of American History of Art; Philbrook Art Center; Mohawk park, one of America's largest municipally owned parks; the Tribal Council tree; Tulsa University, and the Tulsa Country Club. The international petroleum exposition, which is held here every four years, includes exhibits from every oil-producing nation in the world. The Municipal Rose Garden is the pride of every Tulsan.

Will Rogers Memorial

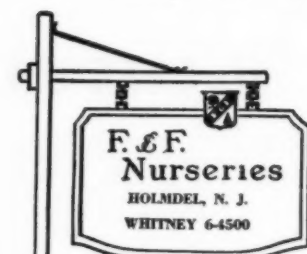
We left Tulsa on Sunday morning and took the new Will Rogers' turnpike to Claremore, the early home of Will Rogers. The Will Rogers' museum is located across from the Oklahoma military academy. After parking in the spacious lot nearby, we proceeded to the entrance, to the left of which is an equestrian statue of Will Rogers. Near the museum, many attractive junipers, euonymus, hollies, abelias and the like create a pleasing impression.

The building is of splendid architectural design. A massive statue is located just to the interior of the main entrance opposite an open terrace overlooking beautiful formal garden effects. At the terminus of this garden is a simple sarcophagus. Magnolias, oaks and pines surround the museum and make a most impressive scene. All persons interested in horticulture should see the Will Rogers museum.

Missouri

After our 2-hour visit we left Claremore, again taking the Will Rogers turnpike into Joplin, Mo. Traffic was exceedingly heavy from that point on to Springfield, Mo., where we spent the night.

Monday, October 7, we left shortly before noon and took the picturesque drive on Route 60 through mountainous area to Van Buren and from that point to Poplar Bluff, Sikeston and Charleston, Mo. In this last-named community many conveyances hauling cotton were in evidence. It was growing dark, but we continued on to the bridge which crosses both the Ohio and the Mississippi, a short distance from Cairo, Ill., and then drove on to



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We have not raised the price of most of our small plants in years, but the price of landscape stock is steadily advancing. Plant some of our items now and make yourself some real money.

HARDY AZALEAS

All azaleas are 2 to 3-yr. transplants, branched, and carry a small ball of soil.

AZALEA AMOENA. Very hardy evergreen foliage which turns rich bronze in winter. Semidouble, purple flowers. 4 to 8 ins. \$15.00 per 100

AZALEA HINODEGIRL. Brilliant red. Most popular. Strong. 2-yr., 4 to 6 ins., T. \$15.00 per 100

AZALEA JAPONICA. Very hardy. Wide range of color. Red, pink, yellow, etc. Deciduous. 6 to 8 ins., T. \$25.00 per 100

AZALEA KAEMPFER. Seedlings (Japanese seed). Tall-growing, large flowers in various shades of pink and red. Flowers profusely; blooms when evergreen types fall. Deciduous. 4 to 6 ins., T. \$15.00 per 100

AZALEA KURUME. Very hardy. Will stand 19 degrees below zero. Gives a great variety of colors and types, from choice whites to orchids, deepest pinks and reds. Good evergreen foliage. 2-yr., 4 to 8 ins., T. \$15.00 per 100

AZALEA SCHLIPPENBACH. Considered by many the best azalea of all. Very large pink flowers; very large leaves which turn pink in fall. Deciduous. 4 to 6 ins., T., heavy. \$25.00 per 100

AZALEA WHITE. Evergreen. Large flowers with a pink blush in throat, similar to but much harder than Azalea Indica Alba. 4 to 8 ins., T. \$15.00 per 100

LEUCOTHOE CATESBAEI

A good broad-leaved evergreen that grows in dense shade. Lily-of-the-Valley like flowers, reddish-bronze foliage in winter. Contrasts well with Azaleas and Rhododendrons. Fine for flower arrangements.

Each
6 to 8 ins., T. 20c
8 to 10 ins., T. 25c

PIERIS JAPONICA

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley flowers appear with the first warm weather, and flowers often last 6 weeks. Grows well in sun or shade. Makes a nice contrast with Azaleas and Rhododendrons.

As far as we know, no nursery has ever had too much Pieris japonica. We had over 10,000 18 to 36-in. plants a few years ago, and today we are so oversold on it that we cannot maintain a stock of 1,000 12 to 15-in. plants. It sells on sight and transplants easily at almost any time of the year. It grows rapidly into salable sizes. Can be used in any kind of planting. Can be transplanted into beds now. Each plant carries a nice ball of soil. 4 to 6 ins., T. \$15.00 per 100
6 to 8 ins., T. 20.00 per 100

ILEX CRENATA CONVEXA

(Ilex Bullata)

Owing to our unusual success in propagating this desirable item, we offer it at a very low price. Over 150,000 in stock. It is a very choice, very hardy, low-growing evergreen with shiny, dark green, convex, boxwood-like leaves. Grows fast into money, up to 2 feet, and there slows down. Ultimate size 3 feet high and 4 feet wide. Easier to grow than Yews and can be used in sun or shade. Sells on sight. Grows very dense and contrasts well with other evergreens. Makes the perfect low hedge.

Each
6 to 8 ins., 2-yr., T. 15c
8 to 10 ins., 2-yr., T. 20c

EUONYMUS ALATUS

(Cork Bark Euonymus)

Interesting corklike wings on branches. Red berries, foliage turns bright rose-pink in fall. Really spectacular then.

6 to 9 ins., T. \$10.00 per 100
10 to 12 ins., T. 15.00 per 100

Send for list of rare plants.

ENKIANTHUS CAMPANULATUS

Can be transplanted into beds now.

For those desiring a different kind of plant for the shrub border or ericaceous plantings, we recommend Enkianthus campanulatus. Red stems, dark green leaves, cream to pink bell-like flowers that are useful for flower arrangements and a scarlet fall foliage.

4 to 8 ins., TT. \$15.00 per 100

JAPANESE BOXWOOD

Buxus japonica is a little-appreciated evergreen because it is not well enough known. It grows fast up to 2 feet, shears well and can easily be kept at any size. Its light green, glossy leaves contrast well with other evergreens, and it will grow in sun or deepest shade—very hardy.

6 to 8 ins., 2-yr., T. \$10.00 per 100

CALLUNA VULGARIS ALBA

Nice green foliage, white flowers.

4 to 6 ins., T. \$15.00 per 100

VIBURNUM AMERICANUM

White flowers followed by red fruits in profusion. Very hardy.

10 to 12 ins., T. \$7.50 per 100

TAXUS TRANSPLANTS

6 to 8 ins.

Each
Cuspidata 15c
Media browni 20c
Media hicksii 15c

LONICERA

Maximowiczii Sachalinensis

Red foliage in spring; purplish-red flowers in May. Red berries. An interesting, rare shrub. Very hardy.

12 to 15 ins. \$7.50 per 100

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NESHAMINY, Bucks Co., PA.

Paducah, Ky., home of the late vice-president, Alben W. Barkley.

Kentucky

This city is an important market for tobacco. The Irvin S. Cobb memorial, in quiet Oak Grove cemetery, commemorates the beloved humorist who was born and buried at Paducah. About three miles out on Route 60 is the Bob Noble park, a virgin forest composed primarily of oaks. The Kentucky dam, on the Tennessee river, is located southeast of Paducah, at a town called Gilbertsville.

The crisp air the following morning foretold the advent of real fall weather. As we continued traveling east through the quiet little town of Princeton to Beaver Dam, we were

impressed by the countryside scenery. At Elizabethtown is located the ancient Brown-Pusey community house, formerly a stagecoach inn, erected in 1825. To the rear of this house is an attractive sunken garden that is open to visitors. We left Elizabethtown and drove into Bardstown, arriving late in the afternoon, and stayed at My Old Kentucky Home motel.

Next morning we left early to visit the Mammoth Onyx cave, which is located near the town of Horse Cave. It is situated among the rugged hills, which are covered with native cedar, pine and many colorful hardwoods. An experienced guide conducted us down 14 easy steps into what was literally a fairyland world. Onyx formations, highly

colored, remind one of south Pacific reefs.

The fantastic system of indirect lighting shows off the serenity and beauty of this cavern. One must use his imagination in order to visualize many of the interesting aspects. Such sights as Martha's pool, Mount Shasta, the Spanish column and the Hanging bridge present colorful effects. In the famed hidden river one sees the sightless white fish. There is a 300-acre wildlife reservation surrounding the cave.

Lincoln Locale

Leaving the cavern grounds, we drove to the Abraham Lincoln National Historical park, about three miles south of Hodgenville, Ky., on U. S. 31E and State Route 61. The

CHRISTMAS TREE PLANTATION STOCK

PINE—SPRUCE—FIR Seedlings and Transplants

Per 100 Per 1000			
Norway Spruce (Picea excelsa)			
(2-0), 2-yr., S.,			
2 to 3 ins.	\$ 7.00	\$18.00	
3 to 5 ins.	8.00	22.00	
(1-2), 3-yr., T.,			
5 to 10 ins.	10.00	50.00	
(2-2), 4-yr., T.,			
6 to 12 ins.	12.00	60.00	
8 to 14 ins.	16.00	90.00	
Scotch Pine (Pinus sylvestris)			
(2-0), 2-yr., S.,			
2 to 4 ins.	4.00	18.50	
3 to 6 ins.	5.00	22.00	
4 to 8 ins.	6.00	25.00	
(2-2), 4-yr., T.,			
6 to 10 ins.	10.00	50.00	
8 to 14 ins.	15.00	60.00	
Blue Spruce (Picea pungens)			
(Colorado Blue Spruce)			
(2-0), 2-yr., S.,			
2 to 3 ins.	4.00	20.00	
3 to 4 ins.	6.00	25.00	
(3-0), 3-yr., S.,			
3 to 6 ins.	8.00	35.00	
6 to 10 ins.	10.00	55.00	
Austrian Pine (Pinus nigra)			
(2-0), 2-yr., S.,			
2 to 4 ins.	4.00	20.00	
3 to 6 ins.	6.00	25.00	
(2-2), 4-yr., T.,			
5 to 10 ins.	12.00	70.00	
White Spruce (Picea alba)			
Excellent blue-gray color.			
(2-0), 2-yr., S.,			
3 to 6 ins.	5.00	25.00	
(3-0),			
2-yr., S., 4 to 8 ins.	6.00	30.00	
3-yr., S., 6 to 12 ins.	8.00	40.00	
Concolor Fir (Abies concolor)			
(2-0), 2-yr., S.,			
2 to 3 ins.	8.00	35.00	
3 to 6 ins.	10.00	50.00	
(3-0), 3-yr., S.,			
4 to 8 ins.	15.00	70.00	
Douglas Fir			
(2-0),			
2-yr., S., 2 to 3 ins.	6.00	25.00	
3-yr., S., 3 to 6 ins.	8.00	35.00	

Discount: Less 5% on quantities of 5000 or more of a kind. Order 100 at 100 rate; 1000 at 1000 rate.

PRICES SUBJECT TO CHANGE WITHOUT NOTICE. All orders may be booked with one-third cash with order and balance C.O.D. All prices are net.

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FLICKINGER'S NURSERY
Box 12 Sagamore, Pa.

park comprises 116½ acres of land, nearly 100 acres of which were included in the original farm of Lincoln's father, Thomas Lincoln.

The Memorial building, which houses Lincoln's birthplace, is a mammoth structure built of Tennessee marble and Connecticut pink granite and was designed by John Russell Pope. It was constructed during 1909-1911 through funds raised by popular subscription.

The Boundary oak on the grounds, a large white oak tree, is one of the historical trees of the United States. It was a landmark at the time of Lincoln's birth.

Leaving Memorial park we journeyed to the Lincoln Knob Creek farm, seven miles north of Hodgenville. En route to Bardstown we passed the monastery of the Trappist monks, at Gethsemane, famous for production of cheese, which is sold throughout central Kentucky. We returned to Federal Hill, located just a few minutes' drive from Bardstown.

Federal Hill, built by Judge John Rowan, a cousin of Stephen Collins Foster, is a typical southern mansion, furnished with many rare pieces of early craftsmanship. The court and kitchen of Federal Hill face a beautiful colonial flower garden, which was just beginning to fade, due to the lateness of the season.

That evening we went to the center of town, where the quaint old Talbott tavern is located. It was erected in 1779. We were served a delicious dinner, southern style, in the original stone inn. Prince Louis Philippe of France and his companions spent several weeks in this historic tavern while in exile in this country about 1800. Although many modern comforts have been added, the spirit and atmosphere of the past pervade. St. Joseph's cathedral, a splendid edifice erected in 1816, houses 10 masterpieces of Old World art, gifts of King Louis of France.

An impelling monument to John

DWARF FRUIT TREES

Hardy, northern-grown, 1-year-old trees. Grafted on Malling stocks No. II, IV, VII and IX. Guaranteed free from insect pests or plant disease. Backed by more than 100 years of Leuthardt family experience in dwarf fruit trees. Send for prices. State your needs, soil conditions and varieties desired.

ALSO ESPALIER TRAINED FRUIT TREES

HENRY LEUTHARDT

Port Chester · New York

SUGAR MAPLE

for

Streets—Parks—Forests

Long Life—Strength—Coloring

Collected. Nursery-Grown.

Any quantity available.

½ to 12-in. cal.

Beech, Ash, Red Maple, Red

Oak, Birch and Shadblow

also available.

R. H. ROGERS NURSERY

COOPERSTOWN, N. Y.

RHODODENDRON

Own-Root Transplants

Over 100 named hybrid varieties with peat ball available about May 15. Order now.

Also 1-yr. transplants available early spring.

Field plants to 4 ft.

List Available

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R. D. No. 1 Mohnton, Pa.

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FERNS

PLANTS

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WILLIAM CROSBY HORSFORD
CHARLOTTE, VT.

A General Line of FRUIT and ORNAMENTAL TREES and PLANTS

BUNTINGS' NURSERIES, Inc.
BOX 3 SELBYVILLE, DEL.

AZALEAS AND HEDGE PLANTS

Splendid stock.

Write for Price List.

DIAMOND STATE NURSERIES

MILFORD, DEL.

Pronouncing Dictionary

of Plant Names and Botanical Terms

64 pages, 3000 names, 25¢ per copy

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each 100 rate	Each 1000 rate
<i>Abies concolor</i> (Concolor Fir)		
3 to 6 ins., 2-yr., S.	\$.10	..
4 to 8 ins., 3-yr., S.	.15	..
<i>Azalea Ghent pontica</i> , pastel shades		
4 to 6 ins., 3-yr., T.	.35	\$0.32
6 to 10 ins., 3-yr., T.	.45	..
<i>Azalea kaempferi</i> (Torch Azalea)		
3 to 6 ins., 3-yr., T.	.35	..
6 to 10 ins., 3-yr., T.	.45	..
<i>Azalea mollis</i> (Chinese Azalea)		
6 to 8 ins., 2-yr., T.	.22	.18
8 to 12 ins., 3-yr., T.	.45	.40
<i>Azalea mucronulatum</i> , lavender shades		
4 to 8 ins., 2-yr., T.	.35	.32
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.55	.50
<i>Buxus sempervirens welleri</i>		
8 to 10 ins., 3-yr., T.	.45	..
10 to 12 ins., 4-yr., T.	.55	..
<i>Chamaecyparis filifera aurea</i>		
6 to 8 ins., 2-yr., T.	.35	..
8 to 10 ins., 3-yr., T.	.45	..
10 to 12 ins., 3-yr., T.	.55	..
<i>Chamaecyparis lawsoniana allumi</i> (Columnar Blue Cypress)		
10 to 12 ins., 3-yr., T.	.45	..
12 to 15 ins., 3-yr., T.	.55	..
<i>Chamaecyparis plumosa aurea</i>		
8 to 10 ins., 3-yr., T.	.40	.35
10 to 15 ins., 3-yr., T.	.50	.45
<i>Cotoneaster horizontalis</i>		
4 to 8 ins., 3-yr.	.25	..
<i>Euonymus fortunei erectus</i>		
10 to 12 ins., 2-yr., T.	.28	.25
12 to 15 ins., 3-yr., T.	.35	.30
<i>Euonymus radicans coloratus</i>		
12 to 15 ins., 3-yr., T.	.35	.30
<i>Euonymus radicans vegetus</i>		
8 to 10 ins., 2-yr., T.	.35	..
10 to 15 ins., 3-yr., T.	.45	..
<i>Hex crenata</i> (Pyramidal)		
8 to 10 ins., 3-yr., T.	.35	..
10 to 15 ins., 3-yr., T.	.45	..
<i>Hex crenata convexa</i> (bullata)		
10 to 12 ins., 2-yr., T.	.45	.45
12 to 15 ins., 3-yr., T.	.55	.55
12 to 15 ins., 3-yr., field row spaced	1.00	.90
<i>Hex crenata hetzi</i>		
8 to 10 ins., 2-yr., T.	.40	.38
10 to 15 ins., 3-yr., T.	.55	..
<i>Hex rotundifolia</i> (Round-leaved)		
8 to 10 ins., 2-yr., T.	.38	.35
10 to 12 ins., 3-yr., T.	.48	.45
12 to 15 ins., 3-yr., T.	.70	.55
12 to 15 ins., 3-yr., T. field row spaced	1.00	.90
<i>Juniper Andorra</i> (Purple Andorra Juniper)		
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.50	.45
<i>Juniperus canadensis aurea</i> (Golden Canadian Juniper)		
6 to 8 ins., 2-yr., T.	.35	..
8 to 10 ins., 3-yr., T.	.45	..

FINISHED NURSERY STOCK

All plants listed below priced in the ground. Purchaser to call for at the nursery. About 10,000 in this block. Will give a block clearance price on large amounts.

	Each 100 rate	Each 1000 rate
<i>Ilex crenata convexa</i> (bullata)		
12 to 18 ins.	\$1.50	\$1.10
15 to 18 ins.	2.00	1.60
18 to 24 ins.	2.50	..
<i>Ilex rotundifolia</i>		
12 to 18 ins.	1.50	1.10
15 to 24 ins.	2.00	1.60
<i>Juniperus glauca hetzi</i>		
12 to 15 ins.	2.00	1.60
15 to 24 ins.	2.40	1.75
<i>Juniperus pfitzeriana compacta</i> , Nelson's compact variety		
12 to 15 ins.	1.50	1.10
15 to 18 ins.	2.00	1.50
<i>Taxus cuspidata</i> (about 125 of these plants) 4 to 5-ft. spread	8.00	..
(10 to 200 at the 100 rate; 200 up at the 1000 rate.)		

	Each 100 rate	Each 1000 rate
<i>Juniperus glauca hetzi</i> (Hetz Juniper)		
8 to 10 ins., 2-yr., T.	\$0.35	\$0.30
10 to 12 ins., 2-yr., T.	.40	.35
12 to 15 ins., 3-yr., T.	.55	.48
<i>Juniperus hibernica fastigiata</i> (Compact Irish Juniper)		
10 to 12 ins., 2-yr., T.	.38	.33
12 to 15 ins., 3-yr., T.	.45	.40
<i>Juniperus pfitzeriana, regular</i>		
8 to 10 ins., 2-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.55	..
<i>Juniperus pfitzeriana aurea</i> (Golden Pfitzer Juniper)		
8 to 10 ins., 2-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.65	..
<i>Juniperus pfitzeriana compacta</i> , Nelson's compact variety		
6 to 8 ins., 1-yr., T.	.35	.30
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.65	..
<i>Koeleria paniculata</i>		
2-yr., S., field bed	.12	.08
6 to 12 ins., 3-yr., T.	.18	.15
<i>Leucothoe catesbaei</i>		
8 to 10 ins., 3-yr., T.	.35	.30
10 to 12 ins., 3-yr., T.	.45	..
12 to 15 ins., 3-yr., T.	.55	..
<i>Liquidambar styraciflua</i>		
2-yr., S., bed run	.10	.08
6 to 12 ins., 3-yr., T.	.15	.12
<i>Mahonia aquifolium</i>		
2 to 5 ins., 2-yr., S.	.20	.18
4 to 8 ins., 4-yr., S.	.25	.20
<i>Picea alba</i> (White Spruce)		
2 to 5 ins., 2-yr., S.	.05	.02 1/2
6 to 12 ins., 3-yr., S.	.08	.04

	Each 100 rate	Each 1000 rate
<i>Picea excelsa</i> (Norway Spruce)		
6 to 12 ins., 4-yr., T.	\$0.12	\$0.06
8 to 14 ins., 4-yr., T.	.16	.09
<i>Picea pungens</i> (Colorado Blue Spruce)		
4 to 6 ins., 4-yr., T.	.20	.18
6 to 8 ins., 4-yr., T.	.35	.32
<i>Pieris floribunda</i> (Mountain Andromeda)		
6 to 8 ins., 2-yr., T.	.35	..
<i>Pieris japonica</i>		
8 to 10 ins., 3-yr., T.	.35	..
10 to 12 ins., 3-yr., T.	.65	..
<i>Pinus mugo</i> (Dwarf Mugo Pine)		
3 to 6 ins., 3-yr., T.	.25	.20
<i>Pinus nigra</i> (Austrian Pine)		
5 to 10 ins., 4-yr., T.	.12	.07
<i>Pinus sylvestris</i> (Scotch Pine)		
6 to 8 ins., 4-yr., T.	.10	.05
8 to 14 ins., 4-yr., T.	.15	.06
<i>Pseudotsuga douglasii</i> (Douglas Fir)		
2 to 3 ins., 2-yr., S.	.06	.02 1/2
3 to 5 ins., 3-yr., S.	.08	.03 1/2
<i>Pyracantha coccinea lalandi</i>		
6 to 10 ins., 2-yr., T.	.32	.30
10 to 15 ins., 3-yr., T.	.40	.38
<i>Rhododendron carolinianum</i>		
2 to 4 ins., 3-yr., T.	.35	..
4 to 8 ins., 3-yr., T.	.45	..
<i>Rhododendron catawbiense</i>		
2 to 4 ins., 3-yr., T.	.35	..
4 to 8 ins., 3-yr., T.	.45	..
<i>Rhododendron Hybrid</i> , various colors		
3 to 5 ins., 3-yr., T.	.45	..
5 to 8 ins., 4-yr., T.	.55	..
8 to 10 ins., 4-yr., T.	.85	..
10 to 15 ins., 5-yr., T.	1.00	..
<i>Taxus capitata</i> (Upright Yew)		
4 to 8 ins., 4-yr., T.	.40	.35
8 to 10 ins., 4-yr., T.	.50	.48
<i>Taxus cuspidata</i> (Spreading Yew)		
6 to 8 ins., 2-yr., T.	.35	.35
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.55	.45
<i>Taxus media hicksii</i> (Hicks' Yew)		
6 to 8 ins., 2-yr., T.	.35	..
8 to 10 ins., 2-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.55	..
<i>Thuja occidentalis douglasii aurea</i> (Geo. Peabody Golden Arborvitae)		
8 to 10 ins., 3-yr., T.	.45	..
10 to 15 ins., 3-yr., T.	.55	..
<i>Thuja occidentalis elegantissima lutea</i>		
10 to 12 ins., 3-yr., T.	.45	.40
12 to 15 ins., 4-yr., T.	.55	.50
15 to 18 ins., 4-yr., T.	.65	..
<i>Thuja occidentalis globosa</i>		
8 to 10 ins., 2-yr., T.	.40	.35
10 to 15 ins., 4-yr., T.	.65	..
<i>Thuja occidentalis pyramidalis</i>		
10 to 12 ins., 3-yr., T.	.45	..
12 to 15 ins., 3-yr., T.	.55	..
15 to 18 ins., 3-yr., T.	.65	..
<i>Tsuga canadensis</i> (Hemlock)		
8 to 10 ins., 4-yr., T.	.40	..
10 to 15 ins., 5-yr., T.	.55	.50
<i>Viburnum opulus nanum</i>		
2-yr., T.	.30	..

Lining-out Stock. 25 at the 100 Rate. 300 at the 1000 Rate.

TERMS: Free packing for cash with order, otherwise 1/4 deposit with order and balance C.O.D. Packing at cost. All shipments by railway express.

Write for our complete price list.

PALLACK BROS. NURSERIES, INC.

Phone: Zellenople 789 (or 644 evenings)

(We are not open Sundays)

[31 mi. north of Pittsburgh, Pa., on Rt. 19]

R. D. I, HARMONY, PA.

Fitch, inventor of the steamboat, who died at Bardstown in 1798, was erected by Congress, at Bardstown. On the courthouse lawn is an authentic Bardstown slave block, which in the early days witnessed the sale and purchase of many thousands of slaves.

Wednesday morning we visited the Barton distillery, then left Bardstown on Route 62 north, passing many outstanding livestock and horse farms en route to Lexington.

Lexington is one of the greatest

loose-leaf tobacco markets in the world. Sales are known to have run as high as 100,000,000 pounds in one season. Lexington is also the chief bluegrass seed producing center of the United States. We continued to Winchester and then took Route 60 to Mount Sterling and registered at the only motel.

Friday, October 11, we left Mount Sterling for Huntington, W. Va., and continued to Charleston and then on a winding, narrow, mountainous road to Clendenin and finally

Spencer, where we had expected to spend the night. In that little community we found that the black walnut festival was in full progress and no accommodations were available! We were advised to go west to the crossroads town of Ripley, where we were fortunate to get accommodations. During the night snow fell and the weather became unusually cold.

The following morning, after clearing accumulated frost and snow off the car we backtracked

MARCH SPECIALS

Latham Raspberries Per 100 Per 1000
1/4-in. cal. and up... \$ 7.50 \$ 70.00
No. 1, 3/16-in. cal.
and up 6.00 58.00

Canada Red Rhubarb
No. 1 div. 30.00 250.00
Medium 20.00 180.00

Hardy Fruit Understock

American Plum
No. 1, 3/16-in. cal.
and up 4.00 33.50
No. 2, 2/16 to
3/16-in. cal. 3.00 24.00
No. 3, about 2/16-in.
cal. 2.40 19.50

Ornamental Shrubs

Alpine Currant
18 to 24-ins. 70.00 650.00

Cornus elegantissima Per 100 Per 1000
2 to 3 ft. 75.00
3 to 4 ft. 95.00

Forsythia Lynwood Gold
2 to 3 ft. 50.00 480.00
3 to 4 ft. 60.00 580.00

Philadelphus virginialis
3 to 4 ft. 55.00 500.00
4 to 5 ft. 65.00 600.00

Sambucus racemosa
3 to 4 ft. 60.00 550.00
4 to 5 ft. 65.00 600.00

Viburnum lantana
2 to 3 ft. 55.00 500.00
3 to 4 ft. 65.00 600.00
4 to 5 ft. 80.00 750.00

Per 1000 Per 10,000
Cotoneaster acutifolia, S.
6 to 9 ins. \$50.00 \$450.00
4 to 6 ins. 35.00 285.00

SUMMIT NURSERIES, INC.

Phone: Hemlock 9-1502

Stillwater, Minn.

EVERGREENS, SHADE TREES FOR THE MIDWEST

Illinois-grown, transplanted, well-sheared, well-dug.
All hand-dug, B&B, with digging forms, assuring uniform solid balls.

	Each		Each
Juniper, Andorra		Juniper, keteleeri	
18 to 24 ins.	\$3.00	3 1/2 to 4 ft.	\$4.50
24 to 30 ins.	3.75	4 to 5 ft.	5.50
30 to 36 ins.	4.50	Juniper, virginiana burki	
Juniper, hetzi glauca		3 1/2 to 4 ft.	4.50
15 to 18 ins.	2.25	4 to 5 ft.	5.50
18 to 24 ins.	2.75	Juniper, virginiana	
24 to 30 ins.	3.50	3 1/2 to 4 ft.	3.00
30 to 36 ins.	4.25	4 to 5 ft.	4.00
3 to 4 ft., very heavy.	5.00	Cornus florida rubra (Pink-flowering)	
Juniper, pfitzeriana compacta		3 to 3 1/2 ft.	3.00
15 to 18 ins.	2.50	3 to 4 ft.	4.00
18 to 24 ins.	3.00	4 to 5 ft.	5.00
24 to 30 ins.	3.75	5 to 6 ft.	6.00
Juniper, chinensis pfitzeriana		Cornus florida (White Dogwood)	
24 to 30 ins.	3.25	4 to 5 ft.	4.00
		5 to 6 ft.	5.00
		Enonymus flex and others.	

Write or phone for more complete list and terms.

NORTHERN-GROWN, FAR ENOUGH SOUTH FOR EARLY SPRING DELIVERY.
ECONOMICAL TRUCK DELIVERY CAN BE ARRANGED.

H. B. HARTLINE FARM

(On U. S. 51, south of Carbondale, Ill.)

Mekanda, Ill.

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

ILEX ROTUNDIFOLIA

Heavily rooted, field-grown shrubs.
Bare-root only.

Per 100 Per 1000
8 to 10 ins. \$40.00 \$350.00
10 to 12 ins. 50.00 450.00
12 to 15 ins. 75.00 675.00

DEARDSLEE NURSERY Perry, O.

HYPERICUM HIDCOTE

Per 100 Per 1000
Rooted cuttings \$ 8.00 \$ 70.00
Potted liners 15.00 135.00
2-yr. field, XX. 30.00 275.00

GILSON GARDENS
Perry, Ohio

Mention The American Nurseryman when you write.



Hollies
NOTHING BUT RETAIL QUALITY.
3 to 12 IN. CONTAINER-GROWN
AMERICAN - ENGLISH - CHINESE
Native American Holly Farms
115 S. PENN ST. MANHEIM, PA.

AMERICA'S BEST SOURCE FOR HARDY PLANTS

Write for Trade List

MENTOR, OHIO

Wayside



Gardens

through the mountain area to West-on. This is a rapidly growing agriculture center, with a live wire livestock market. Hand-blown glassware is produced there by highly skilled craftsmen.

Charleston, capital of West Virginia, to which we also returned, is one of the world centers for the production of organic and inorganic base chemicals by synthesis. It is also one of the largest producers of chlorine in the world. One of the most beautiful buildings in the country is the State Capitol building, in the basement of which is located a museum filled with Indian relics.

Leaving Charleston, we drove to Clarksburg, birthplace of "Stone-wall" Jackson. Clarksburg is one of the largest glass-producing centers of the United States. Continuing on Route 119 to Morgantown, in the heart of the rich agricultural and coal-mining district, we noticed West Virginia University. At Morgantown, the ordnance works produce millions of tons of ammonia and other basic chemicals used in the manufacture of munitions.

Leaving Morgantown we went north to Point Marion, on the Pennsylvania state line, arriving about 2:30 p. m. The brilliant fall colors of our typical Pennsylvania mountain sides were in full glory. We were now back in familiar territory. We continued through Uniontown, Connellsville, Somerset and Bedford, Pa. The late October sun cast its shadows against the glittering red and gold sugar maple foliage along Route 30. After driving north on Route 220 to Tyrone, we stopped for dinner. We arrived home at 9:30 p. m. Columbus day, October 12, tired but happy in the thought that we had covered over 10,000 miles of some of the most picturesque areas in the United States.

Our wish for our readers is that they, too, can sometime have a Busman's Holiday of their own.

MICHIGAN MEETING

[Continued from page 9]

tion on Thursday morning by introducing President Poleo, who extended a warm welcome to all the old and new members in attendance. He took the opportunity to thank his retiring board for the many hours it devoted to the association over the past three years. He especially wished to commend John Light, Light's Tree Co., Richland, for the exceptional job he had done in bringing the affiliation plan into being in the organization.

The Michigan Association of Nurs-

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Tel. Victor 5-2561

New Carlisle, Ohio

—Finest Miami Valley Grown Stock—

Small Fruits

Complete List of

Berry Plants

Currents — Gooseberries

Asparagus — Rhubarb

—EXTRA SPECIAL— Euonymus carrierei and Newport B&B Specimens

15 to 18 ins., \$1.00 each
18 to 24 ins., \$1.25 each
Write for Bare-Root Prices

Evergreens

Specimen Plants for

Landscaping

or Garden Center Sales—

Excellent Color—

Solid Clay B&B

We will appreciate your visit to our nursery; otherwise check our Trade List for prices on evergreens.

Send for Complete Trade List and Prices of Fruits, Ornamental Shrubs, Vines, Evergreens, Special Mail-Order Items and Lining-Out Stock.

Ornamental Shrubs

Heavy 2 and 3-year plants
(1000 rate 50 each less)

Each	100 rate
Barberry, red, 18 to 24 ins.	\$.40
Barberry, mentorensis, 18 to 24 ins.	.50
Calyanthus floridus, 2 to 3 ft.	.50
Caryopteris incana, 2-yr., field, No. 1	.35
Euonymus alatus, 2 to 3 ft.	1.00
2 to 3 ft., smooth strain	.60
Forsythia Arnold Dwarf, 18 to 24 ins.	.40
Forsythia Lynwood Gold, 3 to 4 ft.	.50
Forsythia spectabilis, 3 to 4 ft.	.45
Hamamelis vernalis, 3 to 4 ft.	.50
Hydrangea paniculata grandiflora,	
2 to 3 ft., heavy	.50
Hypericum kalmianum, 18 to 24 ins.	.40
Ligustrum Regal's, 18 to 24 ins.	.30
24 to 36 ins. (True Type)	.40
Lonicera Clavey Dwarf, 18 to 24 ins.	.35
Lonicera fragrantissima, 2 to 3 ft.	.45
Lonicera Gold Flame (Vine No. 1)	.35
Lonicera zabeli, red, 3 to 4 ft.	.45
4 to 5 ft.	.50
Philadelphus virginialis, 3 to 4 ft.	.60
Photinia villosa, 2 to 3 ft.	.40
Rhodotypos kerrioides, 3 to 4 ft.	.50
Rhus cotinus, 2 to 3 ft.	.50
Saltx caprea, 4 to 5 ft.	.40
(Large French Pussy Willow)	
Spiraea Anthony Waterer, red,	
18 to 24 ins.	.45
Spiraea arguta, 3 to 4 ft.	.50
Spiraea vanhouttei, 3 to 4 ft.	.40
Syringa microphylla, 2 to 3 ft.	.65
Syringa vulgaris, 2 to 3 ft.	.50
Viburnum lantana, 3 to 4 ft.	.55
Viburnum prunifolium, 3 to 4 ft.	.50
Viburnum steuboldi, 2 to 3 ft.	.50

Lining-Out Stock

Each	1000 rate
Barberry, Crimson Pygmy	\$.25
3 to 4 ins., 2-yr., T.	
Clematis paniculata,	
2-yr., S.	.12½
Euonymus alatus compactus,	
4 to 6 ins., 2-yr., T.	.16
Hamamelis vernalis,	
4 to 6 ins., S.	.08½
6 to 9 ins., S.	.16
Koeleruteria paniculata,	
12 to 18 ins., 2-yr., S.	.16
18 to 24 ins., 2-yr., S.	.20
Ligustrum Vicary Golden,	
Rooted cuttings	.07½
Field liners, 6 to 10 ins.	.15
Philadelphus aureus, 2-in. pots	.12½
Prunus subhirtella pendula,	
12 to 18 ins., S.	.12½
18 to 24 ins., S.	.17½
Rhodotypos kerrioides,	
10 to 15 ins., S.	.08½
Spiraea Anthony Waterer,	
4 to 6 ins., T.	.10
Spiraea coccinea, 4 to 6 ins., T.	.10
Viburnum carlesii, 4 to 6 ins., S.	.12½
5 to 9 ins., S.	.18
9 to 12 ins., S.	.22½
Viburnum opulus sterile,	
2-in. pots	.12½
Viburnum wrightii,	
12 to 15 ins., S.	.10
15 to 18 ins., S., T.	.15

EVERGREENS

Each	1000 rate
Taxus capitata,	
3-yr., S., T., 6 to 9 ins.	.25
9 to 12 ins.	.30

erymen no longer represents growers alone, he stated, but has encompassed landscape contractors, garden center operators, landscape architects, maintenance firms, Christmas tree growers and others in related fields.

Dr. Joseph W. Thompson then presented some provocative ideas on "Salesmanship" to the convention. Dr. Thompson is a member of the department of general business at M. S. U. According to his own observation, he stated, the nursery industry is weak in using the techniques that have been developed in other fields to promote business and increase sales. Leadership and creativity are needed to stimulate selling ability.

He indicated that although the national economy is now in a recession, business volume can be increased by developing and using sales techniques. Be optimistic, learn and use the selling ideas of proved value in other fields and learn to make every customer feel that you like him were cardinal rules he out-

lined. In a competitive market, only quality selling will create satisfaction and build a foundation for a lasting business.

Container-Grown Stock

"You and Container-Grown Stock" was the subject of a talk by Jack Hill, D. Hill Nursery Co., Dundee, Ill. Container growing was started in California in 1920 when a few Japanese gardeners employed the practice in their work. The idea quickly spread to growers and hobbyists, so that today California leads the nation in the use of container-grown plant materials. Mr. Hill pointed out several advantages of material grown in this manner, stating that it is easily handled; it extends the selling season; it sustains little if any transplant shock, and it lends itself to more attractive display.

Planting mixtures vary greatly, he said, but they must be such that they are easily duplicated. In container growing it is important to develop

a watering system that will produce at least 100 inches a year, as the containers tend to dry out quickly. He also pointed out that plant materials in containers require twice the fertilizer that field-grown plants need, but a salable plant can often be produced in one year. Containers, according to Mr. Hill, satisfy a need of the public. Proper timing, a convenient buying atmosphere and an appealing package are essential in the marketing procedure.

The problems connected with Dutch elm disease were discussed by a panel of experts that included Charles Gale, city forester, Birmingham; Cy Boyer, chief, plant industry division, Michigan department of agriculture; Paul H. Jones, horticultural consultant, Dearborn, and Dick Fanning, in charge of Dutch elm control, Detroit department of parks and recreation. John Miller, Green Ridge Nursery, Northville, acted as moderator.

A strict control program for the disease has been developed in coop-

No. 1 ROSES No. 1

Below we are listing quantities and prices of the roses we have available for immediate or later shipment. All A. A. N. standard No. 1. All grown by us here in northern Ohio. All on multiflora seedling understock assuring extra hardiness and a short shank. Inventory is correct now, but is bound to change in a hurry; so wire, phone or write—but do it now. F.O.B. Mentor. Packing at cost.

WHOLESALE PRICES

	Retail Price	1 to 9	10 to 19	20 to 99	100 to 249	250 and up
300 Courtship, cerise	\$2.50	\$1.60	\$1.40	\$1.25	\$1.20	\$1.10
650 Crimson Glory, red .....		.65	.65	.65	.65	.55
160 Ena Harkness, red .....		.65	.65	.65	.65	...
150 Flirtation, pink and gold	2.25	1.50	1.25	1.13	1.05	...
700 Golden Wings, single yellow	2.50	1.60	1.40	1.25	1.20	1.10
200 Grande Duchesse Charlotte	2.00	1.25	1.10	1.00	.95	...
200 Grand'mere Jenny, yellow	2.25	1.50	1.25	1.13	1.05	...
300 Mme. Cochet-Cochet, salmon .....		.65	.65	.65	.65	.55
150 Mojave, new orange-red	2.75	1.75	1.50	1.38	1.30	...
160 Queen Elizabeth, pink	2.50	1.60	1.40	1.25	1.20	...
150 Tiffany, pink fragrant	2.50	1.60	1.40	1.25	1.20	...
650 Fashion, fine salmon	2.00	1.25	1.10	1.00	.95	.85
450 Frensham, strong red .....		.65	.65	.65	.65	.55
450 Jimmy Cricket, orange	2.00	1.25	1.10	1.00	.95	.85
50 Pinocchio, pink	1.75	1.15	1.00	.88	...	...
220 Spartan, orange-red	2.75	1.75	1.50	1.38	1.30	...
550 Blossomtime, pink climber	2.50	1.60	1.40	1.25	1.20	1.10
100 Golden Showers, yellow climber	2.75	1.75	1.50	1.38	1.30	...
80 New Dawn, pink climber .....		.65	.65	.65	...	...
500 Blaze .....		.65	.65	.65	.65	.55

Payment in advance earns free packing.

Hurry!

Hurry!

Hurry!

See our other display ads in this issue.

THE BOSLEY NURSERY

Mentor, Ohio

Phone Painesville, EL 2-3030

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18 varieties in different grades. Special offering on Viburnum carlesii.

Standard-stemmed Viburnum carlesii in 1 to 3-yr. heads, grafted on sturdy Viburnum lantana stems, 3½ to 4 ft. tall.

Write for special list on these and other items.

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C. E. Kern

34 Vermont Ave.
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Direct from Grower to You

BELGIUM-GROWN

T. R. BEGONIAS and GLOXINIAS

Finest-Quality

Arthur van Speybroeck

La Pinte-lez-Gand (Belgium)

Sole Representative:

VERONA GARDENS

Rt. 5 Battle Creek, Mich.

JOSEPH J. KERN

ROSE GROWER

and NURSERYMAN

Box 33 Mentor, O.

California Privet

	Each
15 to 18 ins.....	\$0.06
18 to 24 ins.....	.09
24 to 36 ins.....	.12

New and Old Roses Grown on the Shores of Lake Erie.

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OHIO'S LAKE COUNTY

One of the world's greatest nursery centers.

Send for free booklet and map.

Names, locations and types of plants grown by 83 members representing 4,000 acres of the very finest nursery stock. Write to:

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NURSERYMEN'S ASSN.
Box 49, MENTOR, OHIO

eration with state and city governments, and the number of cases reported has been reduced in each of the past two years.

It was the opinion of the panel that with proper control measures the United States elm population can be preserved for many generations and that the inclusion of elms in landscape plantings can proceed if there is a willingness to carry out a spray program. Several varieties show a definite resistance to the disease, according to Mr. Jones, who named the Buisman elm (*Ulmus carpinifolia*) as the best to date.

The most effective control methods so far developed are spraying to control the beetle during the feeding period and a sanitation program to eliminate the breeding grounds of the beetle. The recommended spray is a 25 per cent DDT preparation in an oil emulsion applied evenly to the foliage of the tree. Trees should be sprayed twice each year, once in spring before the leaves appear—usually in April—and once in July.

A good sanitation program consists of the removal and destruction of dying and dead elm trees and also the burning or debarking of piles of elm wood. Laws are being developed in many areas to help in the control of this disease.

Awards Presented

Awards featured the lunch program, held in the Coral room of the Fort Shelby hotel. The Landscape Association of Michigan presented its Steve O'Rourke award to Isabel Zucker, garden editor of the Detroit Times, for her outstanding achievement in the education and enlightenment of the public in the field of horticulture. The Lewis Bookwalter award was presented to Gerald Benson, as the outstanding student in the 2-year short course at Michigan State University. The presentation was made by Mr. Bookwalter, Berryhill Nursery, Springfield, O.

Jane Smith, Smith Tree Service, Lansing, represented the now disbanded Michigan Landscape Conference, in presenting a set of Bailey's "Cyclopedia of Horticulture" to Roy Mecklenberg for his achievement as a 4-year horticulture student at M. S. U. This award will be presented annually for the next seven years from funds set aside when the group became part of the M. A. N. Joseph Poleo concluded the presentations by giving Carl Avers the M. A. N. award for achievement in the 4-year course at M. S. U.

Garden Center Seminar

Several seminars were scheduled for the first afternoon, with the ques-

SHERMAN'S LANDSCAPE SHRUBS

	Per 10	Per 100		Per 10	Per 100
Almond, Pink, 2 to 3 ft.	\$ 5.50	\$ 50.00	Lilac, C. Perier, Mme. white, 2 to 3 ft.	8.50	80.00
Alpine Currant (<i>Ribes alpinum</i>)			Lilac, M. Buchner, pink, 2 to 3 ft.	8.50	80.00
12 to 15 ins.	4.50	40.00	Lilac, Pres. Carnot, purple, 2 to 3 ft.	8.50	80.00
15 to 18 ins.	5.50	50.00	Lilac, Pres. Grevy, blue, 2 to 3 ft.	8.50	80.00
18 to 24 ins.	6.50	60.00	Lilac, Waldeck-Rousseau, pink,		
24 to 30 ins.	8.00	75.00	3 to 4 ft.	11.00	100.00
Barberry, Red, 12 to 15 ins.	3.50	30.00	Lilac, purple, 2 to 3 ft.	5.50	50.00
Barberry, Red, 15 to 18 ins.	4.50	40.00	Lilac, rothomagensis, 2 to 3 ft.	5.50	50.00
Blue Mist, No. 1	3.50	30.00	Philadelphus virginialis, 2 to 3 ft.	5.50	50.00
Cornus, Bailey, 3 to 4 ft.	5.50	50.00	Ninebark, Golden, 3 to 4 ft.	5.50	50.00
Cornus lutea, 3 to 4 ft.	6.50	60.00	Ninebark, Dwarf, 18 to 24 ins.	3.50	30.00
Cornus sibirica, 3 to 4 ft.	6.50	60.00	Privet, Amur North, 2 to 3 ft.	1.75	15.00
Cornus stolonifera, 3 to 4 ft.	6.50	60.00	Privet, Amur North, 3 to 4 ft.	2.00	17.50
Cydonia japonica, 18 to 24 ins.	4.00	35.00	Privet, Regel, 18 to 24 ins.	3.50	30.00
Elder, Golden, 3 to 4 ft.	6.50	60.00	Privet, Regel, 2 to 3 ft.	4.50	40.00
Elder, Golden, 4 to 5 ft.	8.00	75.00	Snowball, Common, 2 to 3 ft.	6.50	60.00
Forsythia fortunei, 2 to 3 ft.	5.50	50.00	Snowball, Common, 3 to 4 ft.	8.50	80.00
Forsythia intermedia, 3 to 4 ft.	5.50	50.00	Spiraea Anthony Waterer,		
Forsythia spectabilis, 3 to 4 ft.	6.50	60.00	15 to 18 ins.	4.50	40.00
Forsythia suspensa, 3 to 4 ft.	6.50	60.00	Spiraea Anthony Waterer,		
Honeysuckle, morrowi, 4 to 5 ft.	6.50	60.00	18 to 24 ins.	5.50	50.00
Honeysuckle, pink tartarian, 2 to 3 ft.	4.50	40.00	Spiraea billardi, 2 to 3 ft.	4.50	40.00
Honeysuckle, zabeli, 3 to 4 ft.	6.00	55.00	Spiraea bumalda superba,		
Hydrangea, A.G., 18 to 24 ins.	5.50	50.00	18 to 24 ins.	4.00	35.00
Hypericum, 15 to 18 ins.	4.50	40.00	Spiraea froebeli, 18 to 24 ins.	3.00	25.00
Hypericum, 18 to 24 ins.	5.50	50.00	Spiraea froebeli, 24 to 30 ins.	4.00	35.00
Lilac, Charles X, French, 2 to 3 ft.	6.50	60.00	Spiraea vanhouttei, 2 to 3 ft.	4.00	35.00
Lilac, Charles X, French, 3 to 4 ft.	11.00	100.00	Willow, French Pussy, 2 to 3 ft.	3.50	30.00

We also grow a good line of shade trees, fruit trees, perennials, vines, evergreens and lining-out stock. Write for our complete trade list.

SHERMAN NURSERY CO.

Charles City, Iowa

DAPHNE CNEORUM (Garland Flower)

This beautiful evergreen subshrub is acclaimed by leading horticulturists as the finest available in its category. Unexcelled as an edging or specimen in front of foundation plantings. Highly scented, rose-pink flowers cover the foliage in spring, bloom intermittently in summer and quite fully again in autumn. The plant itself never grows taller than 8 to 10 ins. Our strain has proved hardy and easy to grow. Complete planting directions furnished with each shipment. The material supplied is ideal for potting, canning or lining out in the field. Every year is a sellout, so order now to avoid disappointment.

2-in. pots	Per 10, \$3.00; Per 100, \$25.00
1-yr., 6 to 9 ins.	Per 10, \$4.00; Per 100, \$35.00
1-yr., 9 to 12 ins.	Per 10, \$5.00; Per 100, \$45.00

HARDY CHRYSANTHEMUMS

Our list contains the newest and best varieties available in the country. Plants furnished are fully developed, field-grown clumps, ideal for use as stock plants for your propagations. Write for our complete list of Mums and fine perennials.

P. O. Box 189

THE JOSEPH F. MARTIN CO., INC.

Painesville, O.

tion "Why a Garden Center?" being discussed by a panel consisting of Arthur Brickner, Franks Nursery, Detroit; Lee Christensen, Plymouth Nursery, Livonia; Harley Wedel, Wedel Nursery, Kalamazoo, and Robert Tuinstra, Your Fruit Basket, Grand Rapids. The panel was moderated by Dr. Thompson.

Merchandising and its effects on the rapid growth of garden centers was outlined by the group. They emphasized the importance of related items in the garden center business. Quality was stressed, and it was recommended that most centers buy rather than try to grow their plant materials. Most garden centers will benefit by specializing in some item to attract trade.

"The Landscape Architect Looks

at Tommy Church" was an interesting panel discussion moderated by Carl Johnson, Eichstedt Planning Office, Birmingham. The panel members included Joseph Reske, Birmingham Landscape Service, Birmingham; Jane Smith, and Henry Pierce, Folkers Nursery, Garden City. The group analyzed the ideas presented in Mr. Church's recent book, "Gardens Are for People." It was brought out that Mr. Church struggled for over 20 years before his conceptions of landscape design began to be accepted.

The group agreed that his ideas were worthy of study by others in the field. It was stated, however, that a designer should not attempt to copy anyone's landscape style, but should, through study and travel,

develop and enlarge upon the ideas of others and develop his own style.

Potted Versus Wrapped Roses

The controversial subject of potted versus wrapped roses completed the first round of seminars, with George Young, George Young Nursery, Detroit; William Mihelich, Jr., William Mihelich Nursery, Detroit; Paul J. Bosley, Jr., Bosley Nursery, Mentor, and William Edwards, J. L. Hudson Co., Detroit, serving on the panel. Paul Murphy, growers' representative, Detroit, acted as moderator.

The panel concluded that both potted and wrapped roses have their places in the merchandising picture. Usually, it was pointed out, the packaged roses are the first to sell. Potted plants begin to move when

SURPLUS Trees and Shrubs

- 300 American and Moline Elm, 1 1/2 to 3 1/2-in. cal., T.
 200 Nanking Cherry, 3 to 4 ft., 4 to 5 ft.
 150 Viburnum lantana, 3 to 4 ft.
 600 Bridal Wreath Spiraea, 2 to 3 ft., 3 to 4 ft.
 300 Red Barberry, 18 to 24 ins., 24 to 30 ins.
 2000 Zabel Honeysuckle, 3 to 4 ft., 4 to 5 ft.
 500 Lilac, Chas. X, 2 to 3 ft., 3 to 4 ft.
 500 Tatarian Red Honeysuckle, 3 to 4 ft., 4 to 5 ft.
 500 Clavey's Dwarf Honeysuckle, 15 to 18 ins., 18 to 24 ins.
 700 Common Mock Orange, 3 to 4 ft.
 150 Dwarf Ninebark, 2 to 3 ft., 3 to 4 ft.
 150 Pussy Willow, 4 to 5 ft.
 1000 Golden Vicary Privet, 15 to 18 ins., 18 to 24 ins.
 80 Crataegus coccinea or punctata, 6 ft., bush type
 70 Savin Von Ehron Juniper, 30 to 36-in. spread
 65 42 to 48-in. spread
 100 Niobe Willow, 2-in. cal.
 Pear and Apple, 2 to 3-in. cal.
 100 Viburnum lentago, 4 to 5 ft.

In the field now; will be fresh dug.

No shipping — must be called for

GILBERT J. KLEHM NURSERY

812 W. Palatine Rd.

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WE GROW 5 MILLION SEEDLINGS A YEAR

Price list for spring, 1958.

	SEEDLINGS		1000		1000	
	Per 100	Per 1000	Per 10,000	Per 100,000	Per 100,000	Per 100,000
Scotch Pine (Race Noble)						
(2-0), 2 to 4 ins.	\$3.00	\$15.00	\$12.00	\$10.00		
(2-0), 3 to 6 ins.	3.50	18.00	15.00	12.50		
(2-0), 4 to 8 ins.	4.00	22.00	20.00	15.00		
(2-0), 7 to 14 ins.	4.50	27.50	25.00	22.50		
(3-1), 5 to 10 ins.	5.00	35.00	35.00			
Scotch Pine (East Anglia and West German)						
(2-0), 2 to 4 ins.	3.50	17.00	15.00	12.00		
(2-0), 3 to 6 ins.	4.00	20.00	18.00	16.00		
(2-0), 4 to 8 ins.	4.50	24.00	22.00	20.00		
(2-0), 7 to 14 ins.	5.00	27.00	25.00	22.00		
(3-1), 5 to 10 ins.	5.50	35.00	35.00			

Austrian, Norway, Colorado Blue, Engelmann and Black Spruce seedlings.

EVERGREEN FARM NURSERY

Henry Beimfohr

R. R. 2, Fennville, Mich.

Phone: Fennville 3834

Nursery located 1/2 mile west on 126 Ave. and U. S. 31 or
 1 mile north of M 89 and U. S. 31 and 1/2 mile west on 126 Ave.

For the finest in NURSERY-GROWN SEEDLINGS

Write—
Forrest Keeling
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 Elsberry, Mo.
 Hugh Stevenson, Prop.

**MISSOURI
GROWN
IS HARDY...**

Northern-Grown Liners Christmas Tree Seedlings Potted Evergreens

Send for price list.

JOHN G. ZELENKA EVERGREEN NURSERY
 Rt. 2, Grand Haven, Mich.

LE MARS NURSERIES

Le Mars, Iowa

1500 specimen evergreens at attractive prices, in sizes from 1 1/2 to 7 ft.
 27 varieties. Write for prices or visit the nurseries for inspection.

ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants
 Finished Stock
 Send for price list.

the foliage appears. The packaged roses must be moved in one season, while potted roses can be carried over several seasons if they are correctly handled.

All roses stocked should be top quality, they should be attractively packaged or potted and they should be displayed to good advantage. Losses in potted roses are very low, but most companies do not guarantee them. The American Rose Society ratings constitute a reliable guide for choosing varieties to sell. They also become an excellent selling aid, it was stated.

Robert D. Miller, R. D. Miller Nursery, Lansing, and his panel opened the second series of seminars with a discussion of the lawn problems of the landscape contractor. The panel members were William Olsen, Martin Olsen Nursery, Detroit; Robert Asdell, Green Thumb Nursery, Birmingham; Joseph McDonald, McDonald Nursery, Saginaw, and Joseph Lenz, O. M. Scott Seed Co., Marysville, O.

A well-rounded program of lawn development was outlined, including soil sterilization methods and stone removal and grading procedures. It was recommended that a pure seed rather than a mixture be used in planting a Merion bluegrass lawn, because the secondary types in a mixture often overpower the Merion. Soil thickness in the moving of sod was discussed as an important factor in handling and in the growth of new lawns. Usually, one half to three quarters of an inch of soil is a suitable thickness in heavier soils, it was agreed.

Tree-Moving Forum

Arnold Folker, Folker's Nursery Co., Garden City, led a forum on tree moving that was well attended. Norman Henderson, Lars Henderson Co., Birmingham; Mike Jasso; Harold Hicks, and Beryl Ruggles, Wolverine Tree Co., Rochester, were members of this panel. They declared that sandy loam soils were excellent for developing good root systems and for balling. Large trees benefit from root pruning, it was asserted.

A method of storing balled and burlapped trees was recommended by Harold Hunziker. He places the ball on tar paper and uses a metal casing around the sides of the ball, leaving a 2-inch layer of peat moss and soil inside the metal. A few trees recommended for heavier soils in Michigan include the pin oak, the red maple and the sycamore. The panel also recommended that a slow-acting fertilizer be used in planting a tree and stated that it is sometimes

POTTING

ROSES

GRADE

IT'S AS SIMPLE AS THAT. WE ARE PROUD OF THE ROSES WE GROW HERE IN OUR COLD CLIMATE ALONG LAKE ERIE. The roots are the part of the plant that will spell success or failure, and in this climate the roots are allowed to develop naturally. This added to the facts that all of our roses are budded on a special strain of multiflora SEEDLING that produces a very fibrous and plentiful root system and that a rose budded on a SEEDLING has practically no shank, makes a rose that is not only PERFECT FOR POTTING, but that has SUPER SALES APPEAL. The root system on the following No. 1½ grade roses is all that you would want to put in a tar paper pot. Following is a list of our No. 1½ grade roses, and, although this list is correct as of this date, daily changes are inevitable, so if you can give us some leeway in your order or will allow substitutions, please say so in your letter.

NONPATENTED ROSES, No. 1½ grade, 43c; patented roses as per the following schedule. The letters N.P. stand for not patented.

RETAIL

Each
\$3.00
2.75
2.50
2.25
2.00
1.75

WHOLESALE PRICES

No. 1½ Grade					
1 to 9	10 to 19	20 to 99	100 to 249	250 and up	
\$1.52	\$1.32	\$1.20	\$1.12	\$1.04	
1.40	1.20	1.10	1.04	.96	
1.28	1.12	1.00	.96	.88	
1.20	1.00	.90	.84	.76	
1.00	.88	.80	.76	.68	
.92	.80	.70	.64	.60	

*—Stars mark best sellers!

No. 1½	Retail Price
Blanche Mallerin, white	120 *\$2.25
Burnaby, light yellow	300 *2.50
Charles Mallerin, dark red	170 *2.50
Charlotte Armstrong, lt. red	132 *2.25
Chrysler Imperial, dark red	177 *2.50
Condesa de Santiago, bicolor	210 N.P.
Courtslip, cerise, nice	230 *2.50
*Crimson Glory, dark red	500 N.P.
Don Rose, carmine-pink	280 N.P.
Dr. Debat, pink	60 *2.25
Eclipse, yellow	80 N.P.
Edith Krause, white	40 N.P.
*Emily, extra-lge., pink, nice	380 *2.50
Ena Harkness, red	330 N.P.
Flirtation, pink and gold	540 *2.25
Gay Gypsy, velvet red	110 *2.00
*Golden Wings, yellow, rated	
9.6 by A.R.S., a must	350 *2.50
Good News, buff-apricot	325 *2.00
Grande Duchesse Charlotte, red	365 *2.00
Grandmere Jenny, Ind.	
yellow	380 *2.25
H. D. M. Barton, red	240 N.P.
*Helen Traubel, apricot	210 *2.75

All roses grown right here in Mentor, O. All roses F.O.B. Mentor. Payment in advance earns free packing, otherwise at cost. Graded as per A.A.N. standards. We also have available a nice group of No. 2 roses in all colors in standard varieties. These are a good buy for the man who is looking for price merchandise. See our other display ads in this issue.

THE BOSLEY NURSERY

Phone: Painesville, EL 2-3030

GRANDIFLORAS

No. 1½	Retail Price
Buccaneer, yellow	80 *\$2.50
Carrousel, red	210 *2.00
Montezuma, orange-scarlet	70 *2.75
*Queen Elizabeth, pink	360 *2.50

FLORIBUNDAS

Betty Prior, pink	60 N.P.
Border Queen, salmon	30 N.P.
Cameo, orange-pink	50 N.P.
Circus, yellow blend	270 *2.50
Eutin, carmine-red	40 N.P.
*Fashion, salmon, very fine	480 *2.00
Floradora, rust-red	170 N.P.
*Frensham, bright red	210 N.P.
Goldlocks, yellow	150 *1.75
*Jimmy Cricket, coral	220 *2.00
Lullaby, white	90 *2.00
Ma Perkins, pink	70 *2.00
Nigger Boy, velvety red	220 N.P.
Pink Jewel, arbutus-pink	40 N.P.
Pinocchio, salmon-pink	60 *1.75
Red Pinocchio, dark red	50 *1.75
Rose Elf, nice pink	70 N.P.
Salmon Perfection, new	25 N.P.
*Spartan, fiery orange red	240 *2.75
Vogue, cherry-coral	40 *2.00

CLIMBERS

Blaze, red everblooming	370 N.P.
*Blossomtime, the best pink everblooming climber, blooms continuously	360 *2.50
Cl. Chrysler Imperial, red	40 *2.75
Cl. Peace, yellow blend	40 *2.50
Golden Showers, everblooming yellow	90 *2.75
New Dawn, pink	30 N.P.
White Dawn, white	80 N.P.

MENTOR, OHIO

wise to use no fertilizer at all until the tree becomes established.

They concurred that trees of 2 or 3-inch caliper can be balled in peat moss during spring operations and that, if necessary, they can be held over for summer planting. Newly moved trees should be pruned according to their variety and their particular crown. Most of the panelists agreed that burlap is superior to regular tree wrap in preventing sunscald. Guying is not necessary in planting balled trees if the soil is stable and the backfill well packed.

Developing a Project

The final discussion group of the day outlined methods of developing a landscape project for a client — from design through construction and planting — and handling the cost problems involved. It was indicated that the desires of the client should be the first consideration in the design of his property. His budget should be carefully considered — there are many dusty plans in the files of every office that were never completed because they were beyond the means of the client.

In estimating projects it is imper-

ative that good records be kept upon which to base costs. Many operators in the field today do not know their costs of production. Costs must be known, so that a reasonable profit can be made on each project. There are many aspects to the design of a particular project, including lot size, orientation, the client's background and hobbies, the number and ages of his children, his financial position and his gardening habits.

Lou Flannery, Flannery Nursery, Birmingham, acted as moderator of this panel, and his panel members included Ken Runciman, landscape architect, Ann Arbor; Don Vander

ROSES

Quality and Service

**MENTOR
ROSE GROWERS, INC.**

MENTOR, O.

Write for your copy of
our current list.

PFITZER JUNIPER

Heavy Sheared

18 to 24 ins.	\$2.00
24 to 30 ins.	2.50
30 to 36 ins.	3.00

NOLLAU NURSERIES

2012 W. Boulevard Belleville, Ill.

Veen, R. D. Miller Nursery, Lansing; Ernest Durrant, and John Cramp-ton, Holly Hills Nursery, Pontiac.

The annual banquet was held in the Coral room of the hotel, with George Farley acting as master of ceremonies. The convention delegates heard an address by the Hon. Sanford A. Brown, state treasurer of Michigan. A. A. N. awards were presented to the General Motors technical center, to E. A. Eichstedt, Detroit landscape architect who did the G. M. design; to Clauss Bros., of Chicago, and to the Davey Tree Expert Co., Kent, O., which was the planting contractor on the General

FOR SPRING SALES

ARBORVITAE

Pyramid

**Dark Green
American**

Woodward Globe

These common but good varieties don't need to be sold in the spring. They sell themselves.



Dark Green American Arborvitae
One of 5 blocks of Berryhill's good strain. Heavy, well-filled, generously graded.

Pyramid Arborvitae	Each
3 to 3½ ft.	\$3.00
3½ to 4 ft.	3.25
4 to 4½ ft.	3.65

Dark Green American Arborvitae
3 to 4 ft., heavy. 3.25

Woodward Globe Arborvitae
15 to 18 ins., heavy. 1.85
18 to 24 ins., heavy. 2.35

We offer these good varieties, plus our line of Taxus, Juniper, other Arborvitae, Euonymus, Cotonaster, Ilex and others. Some lining-out, many B&B.

**WRITE OR COME TO SEE US
OR PHONE: FA 2-4421**

BERRYHILL NURSERY CO.

Mail Address: P. O. Box 696

Location: 4½ miles N.E. of town
on State Route No. 4

SPRINGFIELD, OHIO

Motors project. After the presentations, those in attendance enjoyed dancing and entertainment.

"Neglected Deciduous Shrubs"

Activities of the final day got under way with a talk by Clarence Lewis, a new member of the Landscape Department at Michigan State University. Mr. Lewis has had over 20 years' experience in the field of plant materials and is one of the best-informed persons on the subject in the country. Mr. Lewis spoke on "Neglected Deciduous Shrubs." He stated that the popularity of evergreens and broad-leaved evergreens has cut deeply into the use of many of our excellent deciduous materials.

It was his opinion that deciduous shrubs should be considered in practically every project for the interest they can add to the landscape throughout the year. Many of the summer-flowering species have been neglected, he said. Mr. Lewis presented color slides to illustrate over 40 species he considers of special value for landscape use.

The topic "A Standard Guarantee for the M. A. N." attracted a large audience. The panel was headed by Harold Hunziker, of Niles. His panel was made up of Joseph Poleo; Louis Gaynor, Gaynor Acres, Birch Run; Arthur Watson, and Ernest Durrant.

The pros and cons of a suitable standard guarantee for the membership of the Michigan Association of Nurserymen were discussed, with suggestions ranging from a 100 per cent guarantee to no guarantee whatsoever and from a 30-day free replacement period to a 1-year period. Many felt that the percentage of replacements was so low—under 3 per cent in most cases—that free replacement is an excellent form of advertising. All agreed that a standard form of guarantee would be beneficial to the industry in Michigan.

Landscape Designs

John Light led another panel in a discussion of landscape design. Carl Gerlach, M. S. U., led off the seminar with a series of slides depicting various phases of the design process. These stimulated many questions from the audience.

It was Mr. Gerlach's opinion that structure should carry the design and that plant materials should be used as living components in the design that change with the season and over the years. The whims and desires of the client must be considered, he asserted. The use of vines, the

NORTHERN - GROWN STOCK

3-Yr. Seedlings

Colorado Blue Spruce	Per 100	Per 1000
6 to 8 ins.	\$ 5.00	\$ 45.00
4 to 6 ins.	4.50	40.00
White Spruce		
6 to 10 ins.	4.50	40.00
4 to 6 ins.	4.00	35.00
Norway Spruce		
8 to 10 ins.	4.50	40.00
4 to 6 ins.	4.00	35.00
American Arborvitae		
4 to 6 ins.	4.00	35.00
Austrian Pine		
8 to 10 ins.	5.00	45.00
6 to 8 ins.	4.50	35.00
Ponderosa Pine		
8 to 10 ins.	3.50	30.00
Douglas Fir		
6 to 10 ins.	5.00	45.00
4 to 6 ins.	4.00	35.00
Balsam Fir		
4 to 6 ins.	4.00	35.00
Mugho Pine, Dwarf Tyrolean, sheared, 4 ins.	5.00	45.00
Scotch Pine		
8 to 10 ins.	4.00	35.00

2-Yr. Seedlings

Colorado Blue Spruce		
2 to 4 ins.	3.00	25.00
Mugho Pine, Dwarf Tyrolean		
1½ to 2 ins.	3.00	25.00
Scotch Pine, Riga		
2 to 4 ins.	2.50	20.00
Ponderosa Pine		
2 to 4 ins.	2.50	20.00
Austrian Pine		
2 to 4 ins.	3.00	25.00
Norway Spruce		
2 to 4 ins.	3.00	25.00
American Arborvitae		
2 to 4 ins.	3.00	20.00
Douglas Fir, Snowy Mountain		
2 to 4 ins.	3.00	25.00

Transplants

American Arborvitae, 5-yr.		
12 to 15 ins.	18.00	150.00
10 to 12 ins.	15.00	120.00
6 to 10 ins.	12.00	80.00

All stock 500 at 1000 rate.

J. R. PALMER & SON
Blackduck, Minn.

QUALITY STOCK

Per 100 Per 1000

WASHINGTON HAWTHORN
6 to 9 ins. . . . \$ 7.50 \$ 65.00
12 to 18 ins. . . . 22.50 200.00

EUROPEAN MOUNTAIN ASH
6 to 12 ins. . . . 7.50 65.00

PRUNUS TOMENTOSA
(Nanking Cherry)
6 to 12 ins. . . . 8.50 75.00
12 to 18 ins. . . . 12.50 100.00

VIBURNUM DENTATUM
6 to 12 ins. . . . 8.50 75.00

VIBURNUM LENTAGO
6 to 12 ins. . . . 8.50 75.00

RED BARBERRY
3 to 6 ins. 35.00

NEWPORT NURSERY CO.
Newport, Mich.

GLOBE ARBORVITAE

Hovey		
15 to 18 ins.	\$1.75	
18 to 24 ins.	2.50	

INLAND ORCHARDS & NURSERIES
Marshall, Mich.
On U. S. 12 Phone: ST-1-3307

use of grass strips in the patio, patio design and construction and the establishment of indoor-outdoor relationships were among other considerations of the panel.

It was pointed out that, in Michigan, an excellent substitute for redwood is the white cedar. It is much less expensive and blends well into the landscape picture. It was agreed that most people like a finished effect in their garden as soon as possible after installation. Other members of this panel included Clarence Lewis; Russ Hurd, Northland Landscaping, Inc., Detroit, and Larry Smith, landscape architect, Birmingham.

The last seminar on the program discussed the subject, "Why Do Plants Die?" It was under the direction of Harold Davidson, M. S. U., and had as panel members Joseph Walker, Greencraft Nursery, Detroit; Mrs. George Young; Alfred Goldner, and Jack Hill. This group emphasized the importance of selling good stock, well grown and correctly handled, to the public. They stated that, if the nurseryman then gives his customer clear instructions on planting and care, the problem of plants' dying will be among the least of his worries.

Discuss Licensing

The final information period of the convention was devoted to the subject of certification of various divisions of the nursery industry. The moderator of this discussion was Donald Juchartz, Wayne county horticultural agent. With Mr. Juchartz were Otto Clauss, Tony Tashnick, Parkview Nursery, Detroit; Fred Marshall, state representative, Hillsdale, and John Crinnion, J. J. Crinnion Nursery, Detroit.

The upgrading of the industry through raising standards of advertising, business ethics, wages and personnel qualifications should be of interest to every member of the nursery profession. A movement is already under way in the state for legislation to license those performing various services such as landscape architects, landscape contractors and landscape maintenance men. Such a law would not only protect those in the field who are qualified to do their job but would also protect the public from irresponsible and unprincipled operators.

The convention activities drew to a close with a salute to the new officers and presentations to the outgoing officers.

Alfred Goldner and Peter Christensen acted as general cochairmen of the 1958 convention. They were assisted in their efforts by Ben Meri-

DEETER & SONS NURSERY

Growers of Quality Nursery Stock

Available for Spring:

Surplus items of high-quality stock.

Rooted cuttings in open lath house.

Juniper liners in the field, 3-yr., TT.

Glaucia hetzi, *chinensis* *pfitzeriana*, Nick's compacta, Golden and Armstrong.

Finished Stock

Specimen *Juniperus keteleeri*,

3 to 3½ ft. and 3½ to 4 ft.

Specimen *Taxus hicksi*,

15 to 18 ins. and 18 to 24 ins.

Silver Maple, straight, heavy-topped,

1½, 1¾ and 2-in. cal. and other sizes.

Many other items.

Please write for free catalog and we will put you on our mailing list.

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CLAYTON, O.

Tel.: TEmple 6-5202

FINISHED LANDSCAPE MATERIAL

110 Acer, nursery-grown, B&B or B.R., 2 to 2½ ins.	85 Washington Hawthorn, 10 to 12 ft.
200 Juniper, <i>pfitzeriana</i> , 24 to 30 ins.	500 Sycamore, 7 to 8 ft., heavy branched
100 Juniper, <i>canaertii</i> , 3½ ft.	500 Soft Maple, 7 to 8 ft., heavy branched
75 Washington Hawthorn, 8 to 10 ft.	

CASSINELLI'S GLENDALE NURSERIES, INC.

(Cincinnati)

Glendale, Hamilton Co., Ohio



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses

Write for our current trade list.

The Kallay Brothers Co.
1251 Madison Ave. PAINESVILLE, O.

GOLDEN VICARY PRIVET

Lovely, solid, golden-leaved variety. Extremely adaptable for a striking border. Retains full golden color from spring to fall. Beautiful for rose bed borders. Should have full sun.

Potted liners	Per 100	Per 1000
Rooted cuttings	\$18.00	\$180.00
	18.00	88.00

BEARDSLEE NURSERY Perry, O.

MARSHALL NURSERIES

Arlington, Neb.

Phone 25 On U. S. Route 30

SHADE TREES:		Per 10	Per 100
Ash, Marshall Seedless			
100 8 to 10 ft.		\$28.00	\$250.00
100 6 to 8 ft.		19.00	175.00
Ash, Green			
100 8 to 8 ft.		17.50	160.00
100 6 to 6 ft.		11.00	100.00
Cottonwood, Cottonless			
100 8 to 10 ft.		15.50	140.00
100 6 to 8 ft.		10.00	90.00
*Elm, Chinese			
100 1 1/2 to 1 1/2-in. cal.		35.00	300.00
80 1 1/2 to 1 1/2-in. cal.		22.00	200.00
*Elm, English (Ulmus campestris)			
150 6 to 8 ft.		16.50	150.00
120 6 to 6 ft.		11.00	100.00
Elm, Moline			
50 1 1/2 to 1 1/2-in. cal.		37.50	350.00
50 1 1/2 to 1 1/2-in. cal.		30.00	275.00
*Elm, Vase			
100 1 1/2 to 1 1/2-in. cal.		37.50	350.00
100 1 1/2 to 1 1/2-in. cal.		30.00	275.00
Hackberry			
50 1 1/2 to 1 1/2-in. cal.		45.00	425.00
Honey Locust, Park,			
2-yr., br.			
80 8 to 10 ft.		55.00	500.00
100 6 to 8 ft.		45.00	400.00
Honey Locust, Thornless,			
br.			
50 1 1/2 to 1 1/2-in. cal.		40.00	375.00
50 8 to 10 ft.		33.00	300.00
Linden, Redmond			
30 2 to 2 1/2-in. cal.		65.00	600.00
40 1 1/2 to 2-in. cal.		55.00	500.00
40 1 1/2 to 1 1/2-in. cal.		45.00	400.00
Maple, Blair			
150 1 1/2 to 1 1/2-in. cal.		30.00	275.00
Maple, Soft			
300 1 1/2 to 1 1/2-in. cal.		32.50	300.00
300 1 1/2 to 1 1/2-in. cal.		25.00	225.00
†Poplar, Lombardy			
500 8 to 8 ft.		6.00	55.00
500 5 to 6 ft.		4.40	38.50
500 4 to 5 ft.		2.90	25.00
Russian Olive (Tree)			
100 6 to 8 ft.		19.00	175.00
150 5 to 6 ft.		11.00	110.00
90 4 to 5 ft.		8.50	80.00
Willow, Niobe			
200 6 to 8 ft.		14.00	125.00
250 5 to 6 ft.		10.00	90.00
50 4 to 5 ft.		5.50	50.00

Honey Locust,	10 to 49 50 to 499
Moraine (Pat. No. 836)	
1-yr. whips	
200 5 to 6 ft.	\$2.75 \$2.50
100 6 to 7 ft.	3.35 3.00
Honey Locust,	
Moraine (Pat. No. 836)	
2-yr., br.	
80 8 to 10 ft.	7.75 7.00

SEEDLINGS:		Per 100
Elm, Chinese, 1-yr., S.		
10,000 2 to 3 ft.		\$ 40.00
20,000 18 to 24 ins.		28.00
10,000 12 to 18 ins.		20.00
*Elm, Chinese, 2-yr., S.		
4000 4 to 5 ft.		100.00
5000 3 to 4 ft.		65.00
Prunus Tomentosa		
6000 18 to 24 ins.		28.00
7500 12 to 18 ins.		20.00
*EVERGREENS:		
Colobue (Blue Scope)		Per 100
200 3 1/2 to 4 ft.		\$65.00 \$600.00
Cypress (Compact Green Virginia)		
120 4 to 4 1/2 ft.		75.00 700.00
130 3 1/2 to 4 ft.		65.00 600.00
Manhattan (Blue Green Virginia)		
100 3 to 3 1/2 ft.		60.00 550.00
Juniper, Savin		
100 3 to 3 1/2 ft.		65.00 600.00
300 2 1/2 to 3 ft.		45.00 425.00
200 2 to 2 1/2 ft.		38.00 350.00
Juniper, Pfitzer		
100 3 to 3 1/2 ft.		70.00 650.00
100 2 1/2 to 3 ft.		60.00 550.00
200 2 to 2 1/2 ft.		45.00 400.00

* Spring dug. We can normally dig about March 21 to 30.

† Both in storage and in the field. We solicit your want lists.

deth and William Olsen, who handled publicity; Joseph Reske, in charge of entertainment, and by George Young and Kenneth VanNatta, who headed the welcoming committee. James Ilgenfritz, Jr., directed registration.

Harold Miller, Joseph Walker and Jud Alford were responsible for an outstanding job of decoration, and the program was arranged under the direction of Peter Christensen, with the help of John Miller and Donald Juchartz.

John Crinnion and John Riemann handled the award presentations. Joseph Polco, George Farley and Louis Flannery sold all available space for the trade exhibits, and Ernest Durrant, with the assistance of George Farley and Wilbur Henderschott, prepared the yearbook.

A ladies' program was conducted by a committee led by Mrs. George Young. Members of her committee included Mrs. Louis Flannery, Mrs. Herbert Taylor, Mrs. Ralph Lions, Mrs. John Crinnion, Mrs. Robert Asdell and Mrs. Alfred Goldner.

TENNESSEE CONVENTION

[Continued from page 13]

are propagated vegetatively. A virus affecting Virginia crab apples, making the trees unproductive, is being studied. Dr. Brooks D. Drain, of the university, is working on new pear varieties. Of the last six new pear varieties introduced, Morgan shows more promise than any of the others.

W. W. Stanley, entomologist of the university's experiment station, reported continued study on control measures for the woolly apple aphid. Since the American elm is the alternate host, elms should not be grown close to apple rows. It is noted that high temperatures help control aphid, and some control results have been gained by the use of a sand mulch. Dr. Stanley suggested that in the fall, when dug, apple trees can be treated by dipping them in four pints malathion to 100 gallons of water. It is well to treat the rootstocks the same way before grafting. The Northern Spy apple seems to be resistant to the apple aphid, and some work is being done to see of what benefit this can be to nurserymen and fruit growers.

Aphis Controls

It was noted that BHC has been used since 1949 for aphid control, and results have been encouraging. It was recommended to use 30 pounds of BHC per acre, or four ounces of BHC per 100 feet in a row. It was

HIGHER INCOME TAXES

That's what you'll be paying if you grow holly from Bosley's "Profit-Proven" hardy liners.

WHAT'S THE DIFFERENCE?

You'll have the money to pay the taxes because every one of these liners grows into a nice, compact, salable plant in the shortest length of time possible.

Send for our list—wait a minute—better yet, send us two bucks and we'll send you a sample box of four liners postpaid so you can see for yourself! Furthermore, you can deduct the two bucks from your first order. We'll send you complete information, and we feel confident that, once you've seen our plant material, you'll be our customer for life.

THE BOSLEY NURSERY
MENTOR, OHIO

EVERGREEN LINERS

Heavy, rooted, 2 1/2-in. pots.

Spring, 1958, delivery.

ARBORVITAE	100	1000
American Dark Green	\$20.00	\$175.00
Globe Woodward	20.00	175.00
JUNIPER		
Andorra	20.00	175.00
Pfitzer	25.00	200.00
Savin	20.00	180.00
Siberian	20.00	180.00

EVERGREEN SEEDLINGS

Stock grown on sandy loam, good, heavy, fibrous roots.

Arborvitae, American	100	1000
4 to 6 ins., 2-yr.	\$4.00	\$35.00
6 to 9 ins., 2-yr.	5.00	45.00
Pine, Austrian		
6 to 9 ins., 2-yr.	5.00	45.00
Pine, Mugho		
2 to 4 ins., 2-yr.	4.00	35.00
4 to 6 ins., 3-yr.	5.00	45.00
Pine, Ponderosa		
6 to 9 ins., 2-yr.	4.50	40.00
9 to 12 ins., 3-yr.	5.50	50.00
12 to 18 ins., 3-yr.	6.50	60.00
Spruce, Colorado Blue		
4 to 6 ins., 3-yr.	5.00	40.00
2 to 4 ins., 2-yr.	4.00	35.00

THE LAKE CITY NURSERIES, INC.
LAKE CITY, MINN.

HANKOW CORKSCREW TREE (Salix matsudana tortuosa)

Unusual landscape addition to tree lawn or shrub border. Branches both large and small grow upward with an exotic corkscrew twist.

A charming hardy Oriental tree that will delight you and your horticulturally interested customers.

	Per Each	Per Dozen
6 to 8 ft.	\$3.50	\$35.00
Pot plant liners, late spring, 1958,		
\$25.00 per 100.		

BEARDSLEE NURSERY
PERRY, OHIO

further recommended that BHC not be mixed with the fertilizer, but applied separately. Potatoes should not be planted where BHC has been used. Some work is being done with Thymet for aphid control.

Dr. Howard Reed, of the pathology department at the experiment station, reported on the work being done on virus diseases, leaf spot, damping off and nematodes. Dr. Reed urged use of control measures in advance rather than after the plants are attacked.

Dr. Claud L. Scroggs, of the agricultural experiment station, reported on a survey made last summer. At the present time Auburn has done research work on various wrapping materials used for nursery stock. Next summer a new report will be made on retail outlets. It is also hoped that markets outside of Tennessee, offering Tennessee products, can be observed. The Knoxville area is being studied, both in new subdivisions and older neighborhoods, to see how many shrubs were in the package deal when the house was purchased and also to determine just how many trees and shrubs have been bought since the original purchase. Industrial sites are being studied to see how many plants are being purchased.

Trade Survey

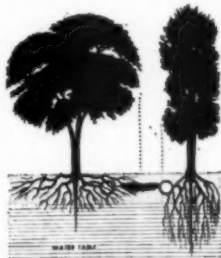
The report of the survey made of nurseries last summer shows the following data: In Tennessee, retail sales were \$1,500,000, and wholesale sales were \$4,500,000. Ninety per cent of the nurseries were over 6.1 acres and 10 per cent were under six acres. In the dollar value estimate of crops on hand in Tennessee were shrubs, \$6,000,000; trees, \$4,000,000; privet, \$143,000; vines, \$125,000; small fruits, \$27,000; perennials, \$89,000, and roses, \$46,000. Since the value of crops being grown was considerably more than the sales, it was readily seen that a better job of marketing is the main task of the nurseryman today. The economic report also showed that of nursery crops being grown, shrubs led in number, with 24,000,000; trees, 17,000; privet, 7,000,000; vines and perennials, each 2,000,000; roses, 1,000,000, and small fruits, 400,000.

Of the 95 counties in Tennessee, eight account for 88 per cent of sales. Warren county led all counties in number of acres in nursery stock at 2,046, with 133 nurseries and a value of nursery stock at wholesale prices exceeding \$1,000,000. Shelby county also showed wholesale value of nursery stock over \$1,000,000 and was second in number of acres at

YOUR CUSTOMER'S YEAR-ROUND TREE PROBLEM?

- Here is an answer that solves your customer's needs for a desirable tree of upright habit, quick growth, strength and all-year beauty.
- This is "The Tree" that solves your problem of what to recommend for street planting, screening of unwanted views, tall rows for privacy and beauty, that fits with modern architecture, with shade that allows lawns to grow.
- In the past you have had the choice of umbrella-formed Elm, which sheds rain so the roots obtain little moisture. Trees and lawns often die from this cause.
- Here is a tree that has great indestructibility, architectural strength.
- Beautiful ascending columnar form, grows above traffic not likely to interfere with utilities and adds distinctiveness all through the year.
- Look: this tree requires little pruning because of its form and so withstands storms and ice. Deep narrow roots anchor it firmly.
- This is "The Tree" that you can sell without hesitation. It has proved itself in hundreds of communities from Baltimore to Denver and Minneapolis to Dallas. It has been used for streets, parks, industrial and educational institutions, golf courses, cemeteries, landscapes and homes.

Write today for fair-trade prices.
Arbor Day release included.



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CARR'S EVERGREENS
Liners
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Spring wholesale lists are out.
Send your name if you have not received yours.

M. L. CARR'S SONS
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Specimen Landscape
Materials
Our Specialty . . .
TAXUS



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4400 READING ROAD
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Visit our nurseries when in Cincinnati

CRAWFORD NURSERY

Bucyrus, Ohio

Phone: 2-1135

Taxus, Arborvitae and Juniper for Spring Sale

Taxus hicksi		Spiny Greek Juniper	
18 to 24 ins.	\$4.00	15 to 18 ins.	\$2.25
24 to 30 ins.	4.75	18 to 24 ins.	2.50
30 to 36 ins.	6.00		
Pfitzer Juniper		Pyramidal Arborvitae	
18 to 24 ins.	3.00	2 to 3 ft.	2.75
24 to 30 ins.	3.50	3 to 4 ft.	3.00
Hetz Juniper		Woodward Globe Arborvitae	
18 to 24 ins.	2.75	15 to 18 ins.	2.50
24 to 30 ins.	3.25	18 to 24 ins.	2.50
Dundee Juniper		Euonymus patens	
2 to 3 ft.	3.75	15 to 18 ins., B.R. ....	.70
3 to 4 ft.	4.50	Euonymus erectus	
4 to 5 ft.	5.75	15 to 18 ins., B.R. ....	.70
Canaert Juniper and		Euonymus alatus	
Keteleer Juniper		36 to 42 ins., B.R.	1.25
3 to 4 ft.	4.40		
4 to 5 ft.	5.75		

We offer these items, plus many others in Dogwood, Magnolia, Ilex, Pine, Etc.

We would be very happy to welcome you and have you inspect our nursery of 120 acres.

SURPLUS SEEDLING STOCK

	Per 1000	Per 10,000	Per 50,000
Box Elder, 18 to 24 ins., 7/32-in. cal. and up....	\$23.00	\$220.00	\$1,050.00
Buckthorn, davurica, 2 to 3 ft.	34.00	320.00	1,500.00
Elm, Chinese, 18 to 24 ins., 3/16-in. cal. and up	23.00	220.00	1,050.00

Truckload lots will be delivered within the state of North Dakota and adjoining states without charge. All other orders are F.O.B. Oakes, N. D., packing at cost.

OAKES NURSERY OAKES, NORTH DAKOTA

LINING - OUT STOCK

Pot-Grown
Outside Beds

Ask for list.

**THE Hollandia
Gardens**

SOUTH VIENNA, O.

PINE SEEDLINGS

ARE A WISE INVESTMENT

Scotch Pine	Per 100	Per 1000
(2-0), 5 to 8 ins.	\$6.00	\$32.50
Austrian Pine		
(2-0), 4 to 7 ins.	6.00	32.50

Guaranteed Planting by
Experienced Crews.

Write for free price list and
planting guide.

SMITH'S FOREST TREE NURSERY

Box 215

Magnolia, O.

1,238 acres. Franklin county was third in number of acres, at 820; with Dekalb county being second in number of nurseries, at 45. In Tennessee, nursery products ranked 11th in cash crops being grown in the state.

It was felt that the figures given were conservative and that once nurserymen were accustomed to making the reports on this census, perhaps a true picture would indicate an increase in value of nursery crops grown in Tennessee. It was also brought out that many chain stores are selling nursery stock in great quantities, and much of it is grown outside the state. It is evident that research needs to be done on the selling end of the business before further recommendations can be given.

Propagation Problems

Joe Alexander and Roger Thompson, of the department of horticulture, led a discussion on propagation problems. Roger Thompson discussed the work being done on the growth habits of plants. Mr. Thompson recommended that more use be made of European and American beech. Paul's Scarlet hawthorn is scarce in Tennessee at this time, as are other members of the hawthorn family. Basswood is resistant to insects and diseases and has a good future for use in Tennessee. Japanese snowball is scarce. It was also noted that mites are now on southern magnolia, tulip poplar, mimosa and other trees. Malathion has been used for control. Systox has been used for control of holly leaf miner. It was noted that rabbit traps are being much used. DDT will stop the spread of elm blight. Christine Buisman elm, a European elm, is more resistant to elm blight than most elms.

Opening the program Tuesday morning, H. L. Bruer, state entomologist, reported that, although some Japanese beetles have been found in upper east Tennessee, control measures seem to be working well at the present time. Nurserymen were urged to use cover crops other than soybean at this time, because of the federal quarantine due to soy bean cyst nematode. Fire ants that were noted in west Tennessee, in Shelby county, are now under control. Tennessee will give quick treatment on any infestation found, and unless more of the pests are found later on, Tennessee will not be under the quarantine.

Mr. Bruer stated the Tennessee department of agriculture is being transferred to a 200-acre tract south of Nashville. This promises to be of

great help in the future, especially in laboratory work, since there will be better facilities.

A. N. Pratt, state horticulturist, reported on fruit production in Tennessee. Although the number of trees is less than it was 10 years ago for apples, the production is up, since new spray materials give a better percentage of marketable fruit. Per capita consumption on apples is down. Previous to 1946, about 90 per cent of the commercial peaches grown in Tennessee were Elberta. The new varieties that have been introduced to help fill in the bearing periods have helped to increase the sales on commercial peaches in the state.

A. A. N. Chapter Elects

Monday afternoon a meeting of the Tennessee chapter of the A. A. N. was called to order by President Peter Fletcher. Richard Jones gave a report of the Miami Beach meeting of the A. A. N. Robert Hobbs reported on the proposed plan for new directors, and discussion followed. Robert Boyd and Charles Morse, Jr., were elected for two years each as delegates to the A. A. N. conventions, with Lonnie Murphy and Hubert Nicholson as alternates.

Chapter officers elected for the coming year were H. R. Potter, Potter Nursery, Joelton, president; Charles Morse, Jr., vice-president, and Clark Boyd, secretary-treasurer.

Entertainment

Entertainment, as usual, was excellent at the convention. The affair opened with a social hour Sunday evening. At a luncheon Monday noon, W. B. Parks, Cleveland, Tenn., told of work being done on behalf of deserving boys and girls in the area. Monday evening a hospitality hour was enjoyed, with Morse Bros. Nursery Co. as host preceding the annual banquet — a buffet dinner in the main ballroom of the Hotel Patten. Entertainment followed, local TV stars being assisted by several nurserymen. Later in the evening a Yellow Dog session was held, with several candidates.

ROY BRATT'S NURSERY was recently started at Route No. 1, Peterson road, Lombard, Ill.

J-M TRADING CORP. has moved its offices from 111 West Jackson boulevard, Chicago 4, Ill., to larger quarters at 323 South Franklin street, Chicago 6. The new site accommodates warehouse stock of Granate garden cutting tools and Detorf merchandising materials and supplies.

Nursery Liners and Christmas Tree Stock Spring, 1958

	Per 100	Per 1000	Per 1000 for 10,000 or more
Riga Scotch Pine			
• (2-0), 6 to 10 ins.....	\$10.00	\$ 36.00	\$35.00
• (2-0), 4 to 8 ins.....	7.50	26.00	24.00
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PLANT NOTES HERE AND THERE

By C. W. Wood

Campanula Piperi

Continuing the line of thought commenced in the last issue, I should like to describe the northwestern bellflower, *Campanula piperi*, and its requirements in the garden. Though the problem of its culture is not easily solved, the species is beyond a doubt one of the beauties among the small bellflowers, making tufts of tiny, glabrous, evergreen leaves, reminding one of a miniature holly. From these pretty tufts come large (for the size of the plant) stars of pale blue violet, the entire plant seldom growing over two or three inches tall. It makes a lovely picture and one that an enthusiastic gardener would do much to attain.

If that enthusiastic gardener labored in the United States east of the Rockies, he would have much to do indeed to have his work crowned with success; much more, in fact, than I was able to do in the open. Another peculiar trait of the plant is the fact that it bitterly resents confinement to the small pots in which experimenters like this writer usually place unknown or difficult subjects. On the other hand, it did splendidly in pans in a cold house through the winter and in a shaded frame during the open season.

For suggestions on garden culture, I shall have to depend upon others. The late W. H. A. Preece published a note along that line in *Gardening Illustrated* about 30 years ago. It should be remembered, though, that Preece was then gardening on Vancouver island, where growing conditions would be more like those in the native range of *C. piperi* in the Olympic mountains. He wrote, in part, as follows:

"There is considerable difference of opinion as to the best treatment for this species in cultivation. The most satisfactory results I myself have obtained have been by planting in narrow crevices exposed to the early morning sun only. These crevices were well supplied with drainage material and then filled with a mixture consisting of about equal parts of leafmold, rotted turf and granite chips. The plants, having filled the crevices, commenced to find their way along the cracks and fissures in the face of the rock (I had selected a natural rock outcrop for the experiment). Norman Rant,

however, gets satisfactory results growing his plants in barren scree in full sun, and I must admit that his plants look just as thrifty as mine and are considerably more floriferous."

If one wishes to experiment with this intriguing plant, he should try sowing seeds in early spring, the earlier the better—midwinter sowing in a cold or quite cool house would probably be better yet. As the plants are slow growing, the object is to get as much growth as possible during the first year, so that mortality will not be so heavy during their first winter. Less winter losses will occur, I think, if the young plants are established in pans before cold weather overtakes them. They should be wintered the first year in a protected frame or cold house.

Preece, who was quoted before, wrote that "The easiest way to add to your stock is to remove rooted pieces from established plants and pot them up until they have made

sufficient extensive root systems to enable them to fend for themselves." I hope that someone will work out a fairly simple system of culture that will allow eastern gardeners to enjoy this lovely bellflower. I hear of a white-flowered form, known as *Sovereigniana*, in the Pacific northwest that is said to be even lovelier than the type.

Larger in all its parts, in cultivated plants at least, is *C. lasiocarpa*. It is also easier of cultivation, doing well in a scree soil in a cool situation. I should not expect it to do well south of the Ohio river, for it developed in the cool climate of the Pacific coast regions from Washington through western Canada and Alaska into Siberia, and I once had seeds of it from Japan, where it was said to be native. Where successful, it will produce tufts of little, spatulate leaves, from which come 5-inch, or longer, stems, clothed in a few linear leaves, bearing large, erect, flaring bell-shaped flowers of blue

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violet. Propagation is the same as for *C. piperi*.

Dwarf Cowberry

A small form of the circumpolar cowberry, *Vaccinium vitis-idaea minus*, which occurs in cool places from Alaska to the mountains of New England, would make a captivating ground cover where its need of coolness would be satisfied. Just where that would be, I do not know, though it would probably not do well without special care south of the lower Great Lakes. But that is only a conjecture on my part, for I have never seen it even that far south.

Where it can be grown, it would surely make a charming garden plant, spreading out a mat of tiny, glossy, evergreen leaves, with lovely little pink-flushed (almost red is mentioned in the literature) bells in racemes hanging from the mat. If the temperature is suitable, it should do well in most garden situations in an acid, humus-filled soil. The flowers are followed by pretty red fruits, of some economic value to the natives in their range and certainly decorative in the garden. The plant is propagated from cuttings in the summer.

Centaurea Babylica

A recent inquiry about the hardiness of *Centaurea babylica* prompts me to say a few words in praise of a worthy and spectacular garden ornament. Because it appears

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so infrequently in the literature and I seldom see it in gardens, it is not easy to say just how hardy it is, especially in view of the fact that losses in our trials were not definitely attributable to any one cause.

In some cases, winter losses were caused by its being planted in exposed positions, where winds kept the snow blanket swept away, while others were caused by poor drainage. So far as I could determine from the plant's reaction, it should be hardy in all except the coldest sections, provided it is given perfect drainage. The books say that it comes from Asia Minor, a general term that covers a vast terrain, with varying

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climatic conditions; so hardiness of one's stock would no doubt be largely influenced by its origin.

That it can be made an impressive sight was proved in my trials, when it was given a trenched, highly enriched spot and there attained a 12-foot stature; other plants, given ordinary care, were not over half that height, and the floras mention four feet as a minimum. The basal foliage, made up of silvery-white, woolly leaves to two feet in length, would be sufficient reward in itself for growing the plant, but its towering spires, clothed in the same silvery leaves, which decrease in size as they near the top, end in yellow heads and

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make it the impressive plant that it is. In heavy soil, good drainage and fertility are required for *C. babylonica* to attain lofty growths. It should be grown from seeds.

Sedum Anglicum Minus

A Wisconsin reader has the problem of underplanting a large area of scillas and has submitted several plants that have been suggested to him as possible solutions. I have answered by mail to the best of my ability and amplify here with the hope that it may help others.

Of the plants suggested to our correspondent, *Sedum anglicum minus* would be my choice, not necessarily because it is the best, but rather for the reason that the others would not be hardy enough for the Wisconsin climate. In my trials during the years, many of the tiny treasures, including *Mazus pumilio* and *Mentha requienii*, were unable to withstand the harsh northern Michigan winters, but the tiny stonecrop, *Sedum anglicum minus*, not only went safely through all but snowless winters; it also proved to be a splendid carpet for the little bulbs like scillas and chionodoxas as well as a fine ground cover for sunny, well-drained spots where a plant of its size and habits would be in keeping.

One must be sure, however, to get variety minus, because type *anglicum* and its other forms that I know are scarcely hardy this far north, even if they are anything more than annuals. The type would be too tall to plant among low-growing plants of summer-long duration and it would surely be too aggressive to put among really small, delicate plants. On the other hand, variety minus is both thoroughly perennial and quite hardy; it is also small enough to suit the most avid fancier of the diminutive. It makes little more than a covering of tiny leaves over the surface and decorates itself with little, white, pink-flushed stars in summer. When provided with the perfect drainage of a gravel bed to carry it through the damp of winter and spring, it was quite hardy in my trials.

Small Fleabane

While thinking about *Sedum anglicum minus* I was reminded of another small plant of much promise, which I saw growing in the garden of an amateur last summer. It is the little fleabane, *Erigeron compositus*, originating in mountainous areas from Alaska to California and across into the Rockies.

I have had it in my trials several times from various parts of its range, and, so far, its behavior and appear-

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ance indicate that it would be a highly satisfactory garden plant in the east. That is true not only because of a long blooming season, which should last from May until frost if the plant is not allowed to dry out, but also because of its lovely, much-divided, gray foliage. The foliage, in inch-high tufts, would alone be worth growing the plant, in my opinion at least, and I am sure that most gardeners, except those who are interested only in the gaudy, would be of the same opinion.

The plants in my trials usually produced white to rather dirty lavender flowers, the former providing a charming effect. I once had — and I suspect that a little searching would reveal it again — a form with inch-wide flowers of clear, pale lavender. As one would expect from a composite of so wide a range, it varies not a little in leafage and flower; so one would have a broad field for selection. Excepting some of the dirty lavenders and a rayless form (variety discoideus) of which I have heard, with flowers like little yellow buttons, one is not apt to be disappointed in any of them.

Another endearing trait of this little fleabane is its ease of culture in my northern Michigan climate. Some losses were experienced here every time it was in my trials if the plants ran into a month or so of dry weather, but they went through the ordinary summer without harm; the ones in frames, where moisture conditions were under our control, were no trouble at all. Like most gray-leaved plants, it is best grown in a gritty soil that is well-drained, and it seemed to prefer a little shade during the middle of the day. When in bloom, it was not often over two or three inches tall (eight inches is mentioned in the literature), making it suited for the choicest company of diminutives. It is easily grown from spring-sown seeds; from division of old stools, and from cuttings of the small offsets, pulled away with a heel.

Some Thoughts on Crambe

It is not easy to understand why the crambes are never seen in this country. It surely cannot be that American gardeners have lost the spirit of adventure, nor is it likely that they cannot see beauty in the stately growth and spectacular inflorescences of some of the kinds. Perhaps some of the fault lies with plant growers, because they do not offer the plants, or perhaps the reason may be found in the fact that many of the kinds are monocarpic. In fact the most spectacular kinds,

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NORTHERN-GROWN
FRUIT TREES

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DANVILLE, N. Y.

which come from the little-known parts of central Asia, are more or less (usually more, according to my experience) monocarpic.

These Asians are further handicapped by the fact that seeds are practically never available through trade channels; however, if one is interested in the crambes, he can get in touch with Soviet botanic gardens in central Asia through the United States consular service. I have found that most of the Russians are eager to exchange seeds with Americans, and I also found that the names used by the minor botanic gardens there mean little.

One Caucasian, often available in this country and in England, *Crambe cordifolia*, should be useful in all except the coldest parts of the country and perhaps even there, for it took the cold of my climate without ill effects. Being reliably perennial, it meets the criticism leveled at the monocarps and it is easily grown in any open, well-drained situation, a rich soil giving the most spectacular results. It make an impressive tuft of heart-shaped leaves to two feet long and as much across.

From these springs a much-branched stem to a height of four to six feet (even seven under high culture), bearing a cloud of small white flowers in summer in a leafless panicle, bearing out Robinson's remark, made nearly 100 years ago, that it is "unquestionably one of the finest of perfectly hardy and large-leaved herbaceous plants." All in all, it is a magnificent spectacle, worthy of praise and worthy of culture.

VIRGINIA CONVENTION

[Continued from page 15]

Grau, and the height of the cut must be adjusted according to the grass that is being grown. When lawn turf becomes dense, quality will be improved by removing the clippings. Slides were shown in color to illustrate the feeding and lawn practices discussed by Dr. Grau.

Highway Landscaping

Raymond L. Nicar, landscape engineer for the Virginia department of highways, discussed "Present and Future Plans for Landscaping Our Highways." The building of 1,093 miles of the new interstate highway system in Virginia will afford opportunities for nurserymen to furnish supplies for sodding right of ways and planting median strips, Mr. Nicar said. This new highway system, planned to accommodate traffic at the 1975 volume, will have right of ways from 150 to 300 feet wide, with median strips from 16 to 36

HOLLAND—DOMESTIC BULBS

Let us take all the guesswork out of your garden bulb buying. By following our brand new ready-to-sell personal bulb programs you will . . .

1. Buy finest bulbs at lower prices.
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Prices on both spring
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QUALITY—SERVICE
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SEEDS

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E. C. MORAN, Stanford, Mont.

feet wide, depending on traffic density, terrain and other factors. It was said there will be 30,000 acres of land adjacent to Virginia's part of the new highway system, of which about half will require planting. Mr. Nicar suggested that nurserymen attend local hearings on the highway routes and make plans for their participation in the landscaping phase of the program.

Discussing landscaping policies of the existing state highway system of 7,941 miles of primary roads and 41,307 miles of secondary roads, Mr. Nicar said that guiding considerations are safety, utility, economy and beauty. Mass plantings in median strips can reduce headlight glare at night, while trees such as sycamores and birches can be used effectively to delineate the contour of a road, he said. Trees and shrubs can form crash barriers along high embankments, cutting down speed and extent of injury in an accident, he continued.

Mite Control

Dr. C. H. Hill, of the V. P. I. research station at Winchester, spoke on the problems of mites. The subject is a good field for research by a plant specialist or entomologist, he said. There are many types of mites, with widely different life cycles, and different methods of control are required. Dr. Hill urged the nurserymen to evaluate the life factors of mites in considering materials for sprays. The following Virginia agricultural experiment station bulletins in regard to mites were mentioned: "Life History of the Two-Spotted Mite," bulletin 113; "Life History of the Spider Mite" (tetranychus schoenei), bulletin 87; "Life History of the Spider Mite" (tetranychus atlanticus), bulletin 124, and "Life History of the European Red Mite," bulletin 98.

The afternoon session opened at 2 o'clock, with Edwin G. Thurlow, professor of landscape architecture, North Carolina State College, Raleigh, speaking on "Small-Scale Landscape Design."

Professor Thurlow stated that small-scale landscape design developed not only from necessity, but also from an attitude that is the result of sociological trends. Modern design is also a result of these trends and acceptable because of them. Mr. Thurlow pointed out the fact that in a previous period back yards afforded no privacy, and a growing desire for that on the part of homeowners has created a real opportunity for nurserymen.

Developing this theme, the speak-

SPRING, 1958

A few items in quantity.

Juniper, Pfitzer, 12 to 15 ins., 15 to 18 ins., 18 to 24 ins., 2 to 2 1/2 ft.

Other Junipers in variety.

Dogwood White, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Dogwood Pink, 3 to 4 ft., 4 to 5 ft.

Crab Apple, Hops and Eleyi, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Crab Apple, Bechtel's Double-Flowering, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft., 5 to 6 ft.

Elm, Chinese, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal., 2-in. cal., 2 1/2-in. cal.

These Elms have unusually straight stems.

Maple, Norway, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal., 2-in. cal., 2 1/2-in. cal.

Maple, rubrum, 1 1/4-in. cal., 1 1/2-in. cal., 2-in. cal., 2 1/2-in. cal.

Maple, schwedleri, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal.

Maple, Soft, 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal.

Locust, Thornless, 6 to 8 ft., 8 to 10 ft., 1 1/4-in. cal., 1 1/2-in. cal.

Oak, Pin, 1 1/4-in. cal., 2-in. cal.

Redbud, 3 to 4 ft., 4 to 5 ft.

Thorn, cordata, 4 to 5 ft., 5 to 6 ft., 6 to 8 ft.

Thorn, crugalli, 3 to 4 ft., 4 to 5 ft.

Cornus paniculata, 3 to 4 ft., 4 to 5 ft.

Cotoneaster divaricata, 2 to 3 ft., 3 to 4 ft.

Privet, Amur North, 3-yr., heavy, 12 to 18 ins., 18 to 24 ins., 2 to 3 ft.

Privet, ibolium, 3 to 4 ft., 4 to 5 ft.

Purple Fringe, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft.

Spiraea vanhouttei, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

Viburnum dentatum, 3 to 4 ft., 4 to 5 ft.

Weigela rosea, 2 to 3 ft., 3 to 4 ft., 4 to 5 ft.

Forsythia Spring Glory, 3 to 4 ft., 4 to 5 ft.

Forsythia spectabilis, 4 to 5 ft., 5 to 6 ft.

Philadelphus coronarius, 3 to 4 ft., 4 to 5 ft.

Apricots, heavy, XX

Apple, 1-yr., 4 to 5 ft., 5 to 6 ft.

Apple, 2-yr., 11/16-in. cal. and XX

Cherry, Montmorency, 2-yr., XXX, XX, 11/16-in. cal.

Plum and Pear, 2-yr., XX, 11/16-in. cal.

C. M. HOBBS & SONS, INC.

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350 Acres Established 1875

1958 WHOLESALE STRAWBERRY PRICES!

PREPAID PACK-OUT PRICES

EVERBEARING

	25	50	100	250
Gem	\$1.10	\$1.85	\$3.25	\$6.25
Superfection	1.10	1.85	3.25	6.25
Streamliner	1.25	1.85	3.25	6.25
20th Century	1.25	2.00	4.00	8.50
Red Rich	2.50	4.55	8.50 (12 for \$1.50)	

JUNEBEARING (virus-free planting stock)

	1.00	1.40	2.20	4.50
Dunlap	1.00	1.40	2.20	4.75
Premier	1.00	1.40	2.20	4.75
Sparkle	1.00	1.40	2.20	4.75
Robinson	1.00	1.40	2.20	4.75
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Wis. 214	1.00	1.40	2.20	4.75
Jumbo	1.25	2.00	3.25	7.00

Pack-out prices quoted above are what each order will cost you shipped promptly and prepaid to your customers under your own tags, or we furnish tags without our name appearing on them. Pack-out shipments are guaranteed to satisfy your customers.

5 per cent off on above direct pack-out strawberry prices for cash with order or 30 days' payment.

Strawberry plants packed for store and lot sales in attractive packages of 55 plants. Prices are 75c each carton for Everbearing, except 20th Century, \$1.00, and Red Rich, \$2.50. Junebearing kinds are 50c per carton, all F.O.B.

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Quality nursery stock for immediate landscape use offered at SPECIAL PRICES in order to move from land we have sold. Prices are for lots of 25 or more, each variety.

JUNIPER		Each	EUONYMUS		Each
Hetzl			Patens		
12 to 15 ins.		\$1.25	12 to 15 ins.		\$1.00
15 to 18 ins.		1.50	HEMLOCK		
18 to 24 ins.		2.00	3 to 3½ ft.		3.75
2½ to 3 ft.		3.00	4 to 4½ ft.		4.75
Pfitzer			5½ to 6 ft.		5.75
18 to 24 ins.		2.00	6½ to 7 ft.		9.00
2 to 2½ ft.		2.75	7½ to 8 ft.		12.50
2½ to 3 ft.		3.00	ILEX		
Fastigata (French)			Rotundifolia		
2 ft.		1.50	12 to 15 ins.		2.00
4 to 5 ft.		3.00	15 to 18 ins.		2.25
Andorra			2 to 2½ ft.		3.00
18 to 24 ins.		2.00	Opaca (berries)		
2 to 2½ ft.		2.25	4 ft.		6.75
Hill's Dundee			2 to 3 ft.		2.75
Canaertii			Vomitoria femina		
Burkii			3 ft.		3.75
Virginiana glauca			4 ft.		5.00
3 to 3½ ft.		2.75	TAXUS		
4 to 4½ ft.		3.75	Cuspidata		
5 to 5½ ft.		4.75	12 to 15 ins.		1.75
ARBORVITAE			15 to 18 ins.		2.75
Globe			3 ft.		6.75
18 ins.		1.75	Hunnewelliana		
24 to 30 ins.		2.75	12 to 15 ins.		1.75
COTONEASTER			Capitata		
Spreading			15 to 18 ins.		2.75
12 to 15 ins.		2.25	Hatfield		
15 to 18 ins.		3.25	15 to 18 ins.		2.75
OAK			2 ft.		3.25
Pin			BIRCH		
1-in. cal.		1.00	Cut-leaved Weeping		
1½-in. cal.		2.00	1½ to 1¾-in. cal. B&B.		9.00
1¾ to 2-in. cal.		9.00	LOCUST		
2 to 2½-in. cal.		20.00	Thornless Honey		
2½ to 3-in. cal.		30.00	1½ to 1¾-in. cal.		7.50
Red					
1½-in. cal.		6.00			

All stock listed subject to prior sale; price change without notice and F.O.B. Barboursville, W. Va.

er said that such use areas within the house as approach, service, living and sleeping have counterparts in the outdoor grounds. Approach areas, such as the driveway and the carport, are highly important and must satisfy the needs for convenience. Plantings and plant boxes can help to make these areas attractive.

Incorporating a terrace in the landscape plan gives opportunity for imaginative design. Play areas are important and can have multipurpose value, as a playground for children in the daytime and for barbecue or other outing activities in the evening.

Casual landscapes fit the style of today's living. Flowing lines aid in creating free, relaxed designs. Garden plans now are for shorter duration than formerly—perhaps 20 or 30 years at the most. Interest in textures has affected design. Raised plant beds are easy to handle in the landscape, and paving edges simplify mowing. Today, homeowners do not want to be slaves to their grounds. Know-how has to be used to add charm to practical planning. Color slides were used to illustrate the talk.

Propagation Pointers

Case Hoogendoorn, Hoogendoorn Nurseries, Newport, R. I., presented a talk on the "Successful Establishment of Rooted Cuttings and Seedlings in the Field." One good method, said Mr. Hoogendoorn, is to pot all cuttings and seedlings or put them in bands. This is an excellent method to insure good stands, especially where nurserymen take this small stock and line it out in the field. Mr. Hoogendoorn stated that he prefers to bed out all his cuttings and seedlings for one or two years in irrigated, shaded beds. After these rooted cuttings and seedlings have been bedded for one or two years, they have a strong system of fibrous roots, which helps to eliminate plant losses after they are lined out in the field, he said. Hardwood cuttings and root grafts are planted close together in narrow rows for one year, so that when they are lined out the following year, they will form solid blocks and will provide heavier plant stock by the time they are dug. In lining out these transplants, the speaker said, one must have as much humus as possible in the soil. He suggested using either manure or cover crops or both, cultivating the ground thoroughly and plowing to a depth of 12 inches or more.

When planting cannot be accom-

ROSEBUSHES

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Good Assortment
Bare-Root—Packaged
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Lining-out and container-grown stock.
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JUNIPER GRAFTS

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Heavy Shrubs

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Wholesale Growers of Dependable
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Write for latest price list.

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CHINESE CHESTNUT TREES

Seedlings only of the Peter Lui strain,
1-yr., whips and 3-yr., branched. Choice
of special Nanking progeny seedlings.
Also, properly stored weevil-free seed
nuts. Inquiries invited.

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PERENNIAL SPECIALTIES

VERONA GARDENS

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Wholesale Grower
Rt. 5, BATTLE CREEK, MICH.

All of our cuttings are rooted in soil. As soon as they root, they usually begin to make some new growth—often a great deal—and always begin to develop a hard, secondary root system. After a few months many are about equal to light bed-grown liners, although we continue to call them rooted cuttings.

So that you can judge what we are offering, we give the month in which the cuttings were rooted. That is, "RC June 57" would mean cuttings rooted during June, 1957, which have been growing in the soil in which they were rooted ever since. The amount of growth and the development of the root system will be in proportion to the time that has elapsed since they were rooted.

All plants go through our normally severe winters outside, so you can depend on receiving thoroughly hardened and dormant liners. However, spring does come early here. Some varieties will show activity by March 10 and nearly all begin some growth by the first of April, so please order early.

BG—bed-grown RC—rooted cuttings
FG—field-grown Mo., Yr.—date rooted
T—transplanted S—seedling

Berberis Crispus Pigmy—BG, liners, 6 to 8 ins., 25c.

Berberis julianae—The hardest evergreen barberry—RC, July 57, 9c.

Berberis julianae nana—Compact growth, darker green leaf, often called "BPI"—RC, July 57, 10c.

Berberis mentenensis—RC, July 57, 7c; per 1000, 6c; BG, 9 to 12 ins., 12c.

Chamaejasme (Flowering Quince)—Both on own root from softwood cuttings. No suckering from these plants.

Nivalis—The best of the white-flowering quinces—RC, 10c.

Texas Scarlet—The best for canning because of the profuse red flowers on a compact low plant—RC, 10c; BG, liners, 6 to 12 ins., 20c.

Write for prices on 32 of the best named varieties in sizes from bed-grown, 12 to 18 ins., to field-grown, 3 to 4 ft.

Cherry Laurel—See *Prunus*.

Cydalis—See *Chamaejasme*.

Hex cornuta burfordii—RC, July 57, heavy, 6 to 12 leaves, 8c.

Hex cornuta femina—RC, July 57, heavy 6 to 12 leaves, 8c.

Hex crenata convexa (bullata)—RC, July 57, 7c.

Hex opaca (American Holly)—Northern types—No southern hybrids. Guaranteed female and guaranteed male from cuttings, BG, liners, 4 to 6 ins., 17½c; 16 to 30 ins., for canning in gallon cans, mostly single stem, some lightly branched, 50c. *Hex opaca* shipped only on March 1, 1958 (because that is the very best time to move American Holly). Also see Plantainer can list.

Laurocerasus—See *Prunus*.

Mahonia bealei—1-yr., seedlings, growing in outside beds, just right for potting, 6c; BG, 2-yr., 4 to 6 ins., 11c.

LINERS

FROM OPEN BEDS
AND FIELD ROWS



Foremost in intermittent mist propagation.
Originator of the Electronic Leaf Control.

Hex crenata heizi—RC, July 57, 8c.

Hex crenata rotundifolia—RC, Aug. 57, 7c.

Prunus laurocerasus schipkaensis (Laurel Cherry)—RC, very large and heavy, July 57, 10c.

Prunus laurocerasus zabeliana (Laurel Cherry)—RC, July 57, 10c.

Prunus laurocerasus officinalis (English Laurel)—RC, July 57, 10c.

VIBURNUMS—All are on their own roots from softwood cuttings. They should be shipped by the first part of March and will keep perfectly if boxed in until planting time (the earlier the better).

Viburnum burkwoodii—FG, T, somewhat light, 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Viburnum carlesii—RC, June 57, 15c; BG, liners, 12 to 18 ins., 30c.

Viburnum chenaultii—More shapely and attractive than burkwoodii, nearly evergreen, should soon supplant burkwoodii—FG, a little light, BR, 18 to 24 ins., 85c.

Viburnum Juddi—Better than carlesii. A more compact plant with more attractive leaves, not subject to leaf spot, flowers really pink!—RC, June 57, 15c; field-grown, excellent plants, 16 to 18 ins., 90c; 18 to 24 ins., \$1.25.

Viburnum macrocephalum sterile

Viburnum tomentosum mariesii

Viburnum rhytidophyloides

All three sold out for this year.

Viburnum rhytidophyllum (Leather-leaved Viburnum)—BG, liners, not branched, 18 to 24 ins., 25c.

Viburnum tomentosum plicatum (Japanese Snowball)—RC, June '57, 15c; BG, liners, heavy, 12 to 24 ins., 30c; FG, bushy, excellent plants, 12 to 18 ins., 50c; 18 to 24 ins., 75c.

IN PLANTAINER CANS

Hex opaca—Male and female, from cuttings, sex guaranteed.

Viburnum Juddi—A luxury item for your discriminating trade.

Juniperus heizi—Good full plants.

Osmanthus americana—Uniform plants from cuttings.

And only a few of these rare ones
Viburnum macrocephalum sterile (Chinese Snowball)—The flowers are often 8 ins. in diameter!

Hex latifolia—Dark green leaves up to 8 ins. long, red berries.

Viburnum rhytidophyloides—Similar to rhytidophyllum but is hardier.

Hex pedunculosa—Long stalk holly.

Truck pickup only—No shipping on cans.

These plants are unusually well-grown and must be seen to be appreciated. We can pick out fancy lots of even size for you at very attractive prices.

Our stock block now furnishes more cuttings than we can use. If your customers want unusual plants of the best varieties in finished sizes maybe we can find them there. Let's look whenever you are here. **FREE PACKING**, liners in sphagnum moss and polyethylene plastic. Cash with order or 25% deposit, balance at time of shipment.

HARVEY TEMPLETON, JR.

phytotektor.

U.S. HWYS. 64-41A
WINCHESTER — TENNESSEE

plished early. Mr. Hoogendoorn's practice is to dig and heel in as many liners as possible, trimming the roots but not the tops. Trimming the roots at this time makes it unnecessary to cut them back again when the liners are planted in the field. The tops are allowed to remain, so that when the shrubs start to grow, the branches will leaf out, but the eyes at the base will remain dormant longer. Then, when the top branches are cut back at planting time, most of the soft growth, which is likely to wilt badly, is eliminated. In this way, one obtains a plant that does not suffer much shock when it is lined out; the young roots, left intact, become re-established within a few days.

Mr. Hoogendoorn said that there are several items which can be bedded out in the fall on land that has been worked and given a cover crop and manure. Seedlings and cuttings

can be planted in the fall and will be heavier and stronger two years later than spring-planted seedlings or cuttings. When planted in the fall, he said, seedlings and cuttings should be planted slightly deeper than in the spring, as the soil will settle more, and the freezing and thawing have a tendency to heave plants, even on well-drained soil. Mr. Hoogendoorn said that soil management, proper planning of plantings, soil structure, irrigation and preparation of liners all play a vital part in the successful establishment of plantings.

Huge Market Open

D. Murray Franklin, publisher, Garden Supply Merchandiser magazine, Baltimore, Md., told the nurserymen that the future of garden merchandising may well lie in the hands of nurserymen. Mr. Franklin said that the garden supply business

in the past 11 or 12 years has increased to about \$4,000,000,000 in the rapid development of distribution.

More Information Needed

The national level of mail-order buying is declining, he stated, and the local trend to over-the-counter sales is increasing. He said that nurserymen should give customers more information in regard to the garden supplies they sell. He mentioned that nurserymen have an advantage in this respect over other retailers of garden supplies.

He said that there is a mass market for garden supplies and nursery stock among average people with average incomes who want a quick, easy, pleasant method of beautifying and maintaining their home grounds. Mr. Franklin stressed the importance of a wide variety of supplies, keep-

SHADE TREES

Prices Bare-Root—50 or more, one kind, one size, less 10%.

	5 to 6 ft.	6 to 8 ft.	8 to 10 ft.	10 to 12 ft.
Acer rubrum (Scarlet Maple)	\$2.00	\$2.75	\$3.75	...
Acer saccharum (Sugar Maple)	2.50	3.25	4.50	\$8.25
Gleditsia triacanthos inermis (Thornless Honey Locust)	2.00	2.75	3.50	6.00
Platanus occidentalis (American Plane Tree)	1.50	2.00	3.50	6.00
Quercus phellos (Willow Oak)	2.50	3.50	5.50	7.50
Ulmus americana (American Elm)	1.50	2.00	3.00	4.50



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R. F. D. 9, RICHMOND 25, VA.

GRAFTED JUNIPERS

CUPRESSIFOLIA, 5 ft., 6 ft., 7 ft.

CANAERTI, 5 ft., 6 ft., 7 ft.

COLUMNARIS, 4 ft., 5 ft., 6 ft., 7 ft.

DUNDEE, 4 ft., 5 ft., 6 ft.

KETELEERI, 4 ft., 5 ft., 6 ft.

4 ft., \$3.00; 5 ft., \$4.00; 6 ft., \$5.00; 7 ft., \$6.00.

F.O.B. Scottsville.

VERHALEN NURSERY

Phone: Marshall, Tex., Webster 5-6641
SCOTTSVILLE, TEXAS

Your Profits Grow in Verhalen Plants

Look for Steele's NEW ORIGINATORS' PACK



Steele's 1957 Mastodon Seed will be sold only in the Originators' Pack. Any seed not in the Originators' Pack is not genuine Steele's.

Steele's
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GOLDEN SYRINGA

(*Philadelphus coronarius aureus*)

Heavily branched, 2-yr., T.

	Per 1000
6 to 8 ins.	\$150.00
8 to 10 ins.	200.00
10 to 12 ins.	300.00

Euonymus fortunei vegetus and
Euonymus fortunei Woodland

Heavy, 2-yr., T., from beds.

6 to 8 ins.	\$125.00
8 to 10 ins.	150.00

Minimum order, 250 plants of one size.

WOODLAND NURSERIES
Cookville, Ont., Canada

CHINESE CHESTNUT TREES

Hardy, well-grown, well-developed stock. Liners, 6 to 18 ins., 1 and 2-yr. Finished stock for retail, 2 ft. and up.

Prices on request.

GOLD CHESTNUT NURSERY
Cowen, W. Va.

LILACS FOR AMERICA, by Lilac Survey Committee. 30 species, 800 varieties. 48 p. \$1.00 postpaid.
American Nurseryman Chicago 4, Ill.

ing up displays the year around and offering plans for do-it-yourself projects.

At the fellowship hour and banquet held Monday evening, the after-dinner speaker was Charles B. McFee, Jr., vice-president and general manager, Automotive Trade Association of Virginia, who spoke on human relations.

A. A. N. Election

Tuesday, January 28, A. S. Gresham, Jr., director of region II of the American Association of Nurserymen, reviewed the reorganization plan, the highway planting campaign and the marketing and development program of the association. He urged the chapter to build its strength with well-instructed delegates. At the subsequent chapter elections, M. H. Lanier, Colonial Farms, Inc., Richmond, was chosen president, and A. J. Shoosmith was elected secretary.

Walter Arnold was appointed chapter delegate to serve with the holdover delegate, S. E. Quillen, Waynesboro Landscape Service, Waynesboro. Owen G. Wood, Wood-Howell Nurseries, Bristol, and W. B. Higgs, Vadma Nursery Agency, Inc., Fairfax, were named as alternates. The chapter members voted that the membership chairman be designated in future years as president of the chapter.

Richard Florance, Richmond attorney, presented a talk on "Design for Leaving," pointing out the importance of careful planning in drawing up one's will. H. M. Meacham, district manager, Dun & Bradstreet, Inc., Richmond, speaking on "Credit and Collections," asserted that recessions and depressions are in the mind and not in the market. At the present time the United States economy is going through a period of readjustment.

He said that in 1957 nine out of 100 business failures were caused by difficulty with accounts receivable. Credit is a unit of exchange, he said, and it is the hidden strength of the American economy. It is a privilege which should be withdrawn when it is abused. He urged the nurserymen to set up a firm credit and collections policy and adhere to it.

Walter F. Kennedy, Jr., internal revenue agent, Richmond, discussed the functions of the office of the district director of internal revenue, explaining the various forms required for an office audit and a field audit. He urged the nurserymen to keep systematic records to aid them in preparing tax returns.

W. B. Higgs, of the insurance com-

OUR CHOICEST STOCK!

FLOWERING CHERRY, KWANZAN (*Prunus serrulata*)

Very showy variety of Oriental cherry. Grows slowly with stocky branches. Large, double pink flowers in the early spring. Stock offered is cutting grown.

	Per 10	Per 100
2 to 3 ft., whips.....		\$ 75.00
2 to 3 ft., branched.....	\$12.50	100.00
3 to 4 ft., branched.....	15.00	125.00
4 to 5 ft., branched.....	17.50	150.00

CRAPE MYRTLE, NEAR EAST

This is the variety known in many localities as flesh-pink or Overlook pink. Beautiful flesh-pink flowers in clusters from early to late summer.

CRAPE MYRTLE, WILLIAM TOOVEY

Compact growth, deep watermelon-red flowers in large heads.

	Per 100
12 to 18 ins., bare-root.....	\$30.00
18 to 24 ins., bare-root.....	40.00

Write us for price list of our complete offering.

OVERLOOK NURSERIES, INC.

4125 Overlook Rd.

Mobile, Ala.

mittee, reported on the V. N. A. insurance program, which has been in effect since last April, and said there are still 16 firms participating, with about 90 participating members. C. R. Willey reported on a suggested change in the dating of certificates of inspection. A motion was adopted stating that the members were not in favor at this time of a change in the registration procedure in the state of Virginia. The association will, however, cooperate with the A. A. N. in regard to any changes which are made uniform in all states.

Final Actions

The secretary-treasurer's report and the report of the audit committee, presented by Wendall L. Winn, were then approved. Davis E. Laird, chairman of a committee working with V. P. I. representatives and others to secure greater facilities at V. P. I. for work with ornamentals, reported that the program was under way and urged all nurserymen to support bill No. 30 for a full-time horticulturist at the institute. The members present also indorsed bill No. 188, which prohibits advertisements on interstate highway systems. After lunch and installation of officers and directors, the convention was adjourned.

ORDER WHILE AVAILABLE!

BALSAM SEEDLINGS (*Abies fraseri*) Collected, Compact

	Per 1000
6 to 9 ins.....	\$ 80.00
6 to 15 ins.....	100.00
9 to 15 ins.....	120.00

The famous Balsam Christmas trees are grown from these seedlings.

Beautiful color and delightful fragrance.

CORNUS FLORIDA and OXYDENDRUM ARBOREUM

Single—Double—Multiple—Stemmed (Collected)

Excellent Stock—All B&B

5 to 6 ft., \$3.00; 7 to 8 ft., \$5.50;
6 to 7 ft., \$4.00; 8 to 9 ft., \$6.50;
9 to 12 ft., \$8.50.

Prices F.O.B. Pineola, N. C.

On our usual stock of Rhododendron, Azaleas, Leucothoe, Hemlock and other native plants, we are sold out for spring, 1958, but invite inquiry for fall, 1958.



ANTHONY LAKE NURSERY, INC.

Pineola, N. C.

Phone: REpublic 3-4542

DWARF FRUIT TREES

Double Red Delicious and Golden Delicious
budded on EM II—4 to 6 ft., \$1.00 each

FAASSEN'S CRIMSON MAPLE

5 to 6 ft., whips, \$1.20 each

6 to 8 ft., whips, \$1.40 each

THE C. D. MORRIS NURSERY, LTD.

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EVERGREENS

Offered in truck or carload lots.
No boxing.

	Each	Each 50
	10 to 50	and up
Cedrus deodara		
2 to 2½ ft.	\$2.00	...
2½ to 3 ft.	2.50	...
3 to 4 ft.	3.50	...
4 to 5 ft.	4.75	...
5 to 6 ft.	6.25	...
Fir—Balsam and Douglas		
2 to 2½ ft.	2.50	...
2½ to 3 ft.	3.00	...
3 to 4 ft.	4.25	...
4 to 5 ft.	5.00	...
5 to 6 ft.	6.50	...
Hemlock, Canadian		
18 to 24 ins.	2.25	\$2.10
2 to 2½ ft.	2.75	2.50
2½ to 3 ft.	3.50	3.25
3 to 4 ft.	4.50	4.25
3½ to 4 ft.	5.50	5.00
Pine, Austrian		
18 to 24 ins.	2.75	...
2 to 3 ft.	3.50	...
3 to 4 ft.	4.75	...
Pine, Oriental Red		
18 to 24 ins.	2.75	...
2 to 3 ft.	3.50	...
Pine, Scotch		
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.00	3.75
4 to 5 ft.	5.50	5.00
5 to 6 ft.	7.00	6.50
Pine, Slash		
3-gal. containers		
2½ to 3 ft.	2.50	...
3 to 3½ ft.	3.00	...
Pine, White		
18 to 24 ins.	2.25	2.10
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.00	3.75
4 to 5 ft.	5.50	5.00
5 to 6 ft.	7.00	6.50
6 to 7 ft.	8.50	8.00
Spruce, Black Hills		
2 to 2½ ft.	3.00	...
2½ to 3 ft.	3.50	...
3 to 4 ft.	4.50	...
Spruce, Canadian Blue (<i>Picea canadensis</i>)		
2 to 2½ ft.	3.00	2.75
2½ to 3 ft.	3.50	3.25
3 to 4 ft.	4.50	4.25
Spruce, Norway		
15 to 18 ins.	1.40	1.25
18 to 24 ins.	2.00	1.75
2 to 2½ ft.	2.50	2.25
2½ to 3 ft.	3.00	2.75
3 to 4 ft.	3.50	3.00
Taxus hatfieldii		
15 to 18 ins.	3.25	...
18 to 24 ins.	4.00	...
2 to 2½ ft.	5.25	...
Taxus hicksii		
15 to 18 ins.	3.25	...
18 to 24 ins.	4.00	...
2 to 2½ ft.	5.25	...
Taxus cuspidata		
15 to 18 ins.	3.25	...
18 to 24 ins.	4.00	...
2 to 2½ ft.	5.25	...
English Laurel		
15 to 24 ins.	2.25	...
2 to 2½ ft.	2.75	...
2½ to 3 ft.	3.25	...
Euonymus patens		
15 to 18 ins.	1.25	1.10
18 to 24 ins.	1.60	1.50
2 to 2½ ft.	2.00	1.75
2½ to 3 ft.	2.50	2.25
3 to 4 ft.	3.50	3.25
Ilex cuneata		
12 to 15 ins.	2.00	1.75
15 to 18 ins.	2.50	2.25
Ilex rotundifolia		
12 to 15 ins.	1.60	1.50
15 to 18 ins.	2.25	2.10
18 to 24 ins.	3.00	...
Ligustrum lucidum		
15 to 18 ins.	1.25	...
18 to 24 ins.	1.75	...
2 to 2½ ft.	2.25	...
Magnolia grandiflora		
15 to 24 ins.	2.00	...
2 to 3 ft.	3.25	3.00
3 to 4 ft.	4.00	3.75

Ask for copy of Complete Wholesale
Price List.

WAYNESBORO NURSERIES
Waynesboro, Virginia

FOLIAR FEEDING

A new 16-page "Planting and Feeding Guide for Home Gardeners" has been issued by the Ra-Pid-Gro Corp. Written especially for distribution by nurseries, garden supply dealers and others who sell Ra-Pid-Gro, it contains up-to-date information on foliar feeding.

The guide has sections on roses, lawns, flowers, vegetables, seeds, evergreens, hedges, fruits and indoor plants. The center spread is a complete chart which summarizes concisely when and how to use Ra-Pid-Gro on garden plants. This guide will be helpful to backyard gardeners because it explains clearly and simply how foliar feeding can be done by anyone.

The booklet is available without cost to all garden supply dealers, nurseries and others who sell Ra-Pid-Gro, through their distributors or jobbers, or from Ra-Pid-Gro, Dansville, N. Y.

KENTUCKY CONVENTION

[Continued from page 14]

of replacing any dead plant that is brought back to his nursery free of charge, regardless of how the customer may have neglected it. Replacing the dead plant gives the seller an opportunity to instruct the customer in the proper care of plants and drives home the policy of trying to sell quality and beauty rather than just making money.

A series of color slides of Old Orchard Gardens was shown. These pictures illustrated several of the principles of merchandising explained earlier.

"Pricing for Profit" was the subject discussed by Kenneth Vogt, Dayton, O. Mr. Vogt first explained the basis for determining proper nursery stock prices. Percentages of an item's selling price must cover costs and represent profit as follows: 30 per cent, overhead costs; 15 per cent, selling costs; 10 per cent, net profit, and 45 per cent, buying cost or production cost.

Therefore, the price of an item which cost \$100 to buy or produce would have to be about \$220 in order to cover overhead and selling costs and yield a 10 per cent profit.

Asserting that timidity has held prices of nursery products down, Mr. Vogt pointed out that producers of other products have had the courage to raise prices in accordance with costs. Nurserymen, he said, should have the confidence and courage to price their products in accordance with their beauty and value. A dissatisfied customer results not from

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Finished Stock and
Potted Liners

Write for price list.

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NURSERY

4425 W. Lawn Dr.
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BIG RIVER NURSERY

Dundee, Miss.

Stock Ready for Shipment

Abelia grandiflora, 12 to 14 ins., gal.
Biota bakeri, 28 to 30 ins., B&B
Gardenia, 12 to 14 ins., gal.; 20 to 24 ins., B&B
Ilex cornuta femina, 10 to 12 ins., qt.
Ilex cornuta burfordii, 14 to 16 ins., gal.; 10 to 12 ins., qt.
Ilex crenata bullata, 10 to 12 ins., qt.
Ilex crenata rotundifolia, 12 to 14 ins., qt.
Ilex opaca Hume, 24 to 26 ins., gal.; 30 to 36 ins., B&B
Ilex glabra (Inkberry), 16 to 20 ins., gal.
Ilex vomitoria (Yaupon), 14 to 16 ins., gal.; 14 to 16 ins., B&B
Juniperus excelsa stricta, 12 to 14 ins., B&B *
Juniperus chinensis pfitzeriana compacta, 12 to 14 ins., B&B *
Juniperus pfitzeriana nana, 12 to 14 ins., B&B *
Laurel, Cherry, 24 to 36 ins., B&B
Ligustrum lucidum compactum, 34 to 38 ins., gal.; 36 to 38 ins., B&B
Magnolia grandiflora, 12 to 14 ins., gal.; 12 to 14 ins., qt.; 4 to 6 ft., B&B
Mahonia bealei, 12 to 14 ins., gal.
Nandina, 12 to 14 ins., qt.
Photinia glabra, 12 to 14 ins., gal.
Photinia serrulata, 20 to 22 ins., B&B
Pyracantha formosana, 10 to 12 ins., gal.; 2 to 3 ft., B&B.

*These plants have been well-pruned for 2 years and will make good specimens for sale.

the price paid but from poor quality, poor service or lack of appreciation of the value of the product purchased.

Mimosa Webworm Study

An insect comparatively new to this section of the country — mimosa webworm — has been doing damage to local plantings of honey locust trees for the past two or three years. Dr. J. G. Rodriguez, University of Kentucky, Lexington, undertook to find some of the answers regarding this pest in cooperative research with the Hillenmeyer Nurseries. In reporting on the results of this project, Dr. Rodriguez showed several slides illustrating the life history and damage done by the pest and gave information as to its seasonal activity. Mimosa webworm was first reported at Washington, D. C., about 1940; at Richmond, Va., about 1945; at Atlanta, Ga., in 1947; at Lexington, Ky., and Memphis, Tenn., in 1950, and in north Mississippi in 1952.

The mimosa webworm larvae feed on side tissue of the leaves, causing a skeletonized and burned appearance. The insect overwinters in trash and debris in the pupal stage. The adult moths appear in early June and begin laying eggs, continuing through the season. As many as 50 to 60 eggs per moth are produced in four days. Eggs hatch in two to three days, and larvae begin feeding and spinning webs. The first generation is practically completed by early July; in late July, worms of the second brood are feeding, and by late August a partial third brood of worms is at work. It is from this third brood that the overwintering pupae are produced.

Several chemicals were tried in an effort to evaluate their effectiveness in killing the feeding larvae. The number of pounds used to 100 gallons of water, and the percentage of kill obtained, after six days were as follows: Toxaphene — 1.5 pounds, 95 per cent; malathion — 1.0 pound, 80 per cent, and dieldrin — 0.25 pound, 80 per cent. Control would likely have been better with all insecticides if the work had been started seven to 10 days earlier.

Recommended Control

On the basis of this study, as well as of results of other workers, Dr. Rodriguez recommended, for control of mimosa webworm in the central Kentucky area, the use of 1.5 pounds of Toxaphene emulsion concentrate to 100 gallons of water. Honey locust trees should be sprayed three times during the season, about June 10 to 15, July 15 to 20 and August

NORTH ALABAMA GROWN EVERGREEN LINERS

LAST CALL!

	Per 100	Per 1000
<i>Abelia grandiflora</i> , 1-yr., field-grown, 6 to 12 ins.	\$ 6.50	\$ 60.00
<i>Azalea poukhanensis</i> , 2 1/4-in. pots	15.00	
<i>Berberis atropurpurea</i> (Red-leaved Barberry), 18 to 24 ins.	40.00	350.00
<i>Berberis Crimson Pygmy</i> , 2 1/4-in. pots	25.00	
<i>Berberis julianae</i> , 2 1/4-in. pots	20.00	175.00
<i>Berberis mentorensis</i> , 2-yr., 2 1/4-in. pots, 6 to 12 ins.	15.00	125.00
<i>Cotoneaster divaricata</i> , 2-yr., XX, field-grown, 12 to 18 ins.	17.50	150.00
English Ivy, 2 1/4-in. pots	12.00	
<i>Euonymus japonicus</i> , 2 1/4-in. pots	15.00	
<i>Ilex burfordi</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex burfordi</i> , 2-yr., XX, field-grown, 8 to 12 ins.	25.00	225.00
<i>Ilex cornuta</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex convexa</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex convexa</i> , 2-yr., XX, field-grown, 6 to 12 ins.	20.00	175.00
<i>Ilex helleri</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex rotundifolia</i> , 2 1/4-in. pots	17.50	150.00
<i>Ilex rotundifolia</i> , 2-yr., field-grown, 6 to 12 ins.	20.00	175.00
<i>Ilex hetzi</i> , 2 1/4-in. pots	20.00	175.00
<i>Jasminum floridum</i> , 2-yr., XX, field-grown, 12 to 15 ins.	17.50	150.00
<i>Jasminum nudiflorum</i> , 2-yr., XX, field-grown, 12 to 15 ins.	17.50	150.00
<i>Laurocerasus</i> (Cherry Laurel), 1-yr., field-grown, 8 to 12 ins.	6.50	60.00
<i>Ligustrum lucidum nepalense</i> , 2-yr., XX, field-grown, 12 to 18 ins.	17.50	150.00
<i>Ligustrum lucidum pendula</i> , 2-yr., XX, field-grown, 8 to 12 ins.	17.50	150.00
<i>Mahonia bealei</i> , 2 1/2-in. pots	20.00	
<i>Nandina domestica</i> , 2-yr., XX, field-grown, 8 to 12 ins.	17.50	150.00
<i>Nandina domestica</i> , 2-yr., XX, field-grown, 12 to 15 ins.	20.00	175.00
<i>Osmanthus aquifolium</i> , 2 1/4-in. pots	17.50	150.00
<i>Viburnum burkwoodi</i> , 2 1/4-in. pots	17.50	150.00
<i>Viburnum burkwoodi</i> , 2-yr., XX, field-grown, 8 to 12 ins.	20.00	175.00
<i>Baker Arborvitae</i> , 2 1/4-in. pots	20.00	175.00
<i>Bonita Arborvitae</i> , 2 1/4-in. pots	20.00	175.00
<i>Bonita Arborvitae</i> , 2-yr., XX, field-grown, 6 to 8 ins.	25.00	225.00
<i>Fruitlandi Arborvitae</i> , 2 1/4-in. pots	20.00	175.00
<i>Pyramidal Arborvitae</i> , 2 1/4-in. pots	20.00	175.00
<i>Woodwardi Arborvitae</i> , 2 1/4-in. pots	20.00	175.00
<i>Andorra Juniper</i> , 1-yr., field-grown, 6 to 12 ins.	12.00	100.00
<i>Ashford Juniper</i> , 1-yr., field-grown, 6 to 12 ins.	12.00	100.00
<i>Fastigiata Juniper</i> , 1-yr., field-grown, 8 to 12 ins.	12.00	100.00
<i>Hetz Juniper</i> , 1-yr., field-grown, 6 to 12 ins.	12.00	100.00
<i>Irish Juniper</i> , 1-yr., field-grown, 8 to 12 ins.	12.00	100.00
<i>Kiyonoi Juniper</i> , 1-yr., field-grown, 8 to 12 ins.	12.00	100.00
<i>Savin Juniper</i> , 1-yr., field-grown, 6 to 12 ins.	12.00	100.00

500 at 1000 rate. Free Packing for Cash with Order.

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Wholesale Growers

Evergreens, Trees

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(Quality Stock)

	Each per 10	Each per 100
PFITZER JUNIPER		
15 to 18 ins., B&B ..	\$1.75	\$1.50
18 to 24 ins., B&B ..	2.25	2.00
24 to 30 ins., B&B ..	2.75	2.50
30 to 36 ins., B&B ..	3.00	2.75

ILEX BURFORDI		
15 to 18 ins., B&B ..	1.75	1.50
18 to 24 ins., B&B ..	2.50	2.00
24 to 30 ins., B&B ..	2.75	2.50

ILEX ROTUNDIFOLIA		
15 to 18 ins., B&B ..	1.75	1.50
18 to 24 ins., B&B ..	2.25	2.00
24 to 30 ins., B&B ..	2.75	2.50

BERBERIS MENTORENSIS		
15 to 18 ins., B.R. ..	.45	.40
18 to 24 ins., B.R. ..	.55	.50
24 to 30 ins., B.R. ..	.65	.60

PINK-FLOWERING DOGWOOD With bloom buds		
3 to 4 ft., B&B	2.75	2.50
4 to 5 ft., B&B	4.25	4.00
5 to 6 ft., B&B	5.50	5.00

LIGUSTRUM LUCIDUM MACROPHYLLUM		
2 to 3 ft., B&B	1.75	1.50
3 to 3½ ft., B&B	2.25	2.00

Write for our latest wholesale list
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JAPANESE FLOWERING CHERRY

(Prunus serrulata)

- *Grown from Seed.
- *Single, pink shading to white.
- *Own Root—No Union Troubles
- *Very Vigorous
- *Hardy

	Per 100	Per 1000
12 to 18 ins.	\$25.00	\$200.00
18 to 24 ins.	45.00	350.00

COMMERCIAL NURSERY CO.

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Since 1900

Decherd, Tenn.

Quality stock plus pleasing service. Inquiries invited.
86th Year of Growing
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TEXAS NURSERY CO.

20 to 25. Spraying should be done when the temperature is below 90 degrees.

Landscape Talk

John Scruggs, landscape architect, Scruggs & Hammond, Peoria, Ill., and Lexington, Ky., next discussed "Landscape Design and Plant Material," showing, with the aid of color slides, correct and undesirable use of plant material in landscaping. One of the interesting thoughts brought out by Mr. Scruggs was that plant material is only one of the elements to be considered in landscape design. The designer must think in terms of the over-all picture, including the land and its surroundings; the buildings; the site, and the roadways, walkways, etc. Quite often all these elements are already in place before the landscape architect is engaged, sometimes resulting in difficult situations from the standpoint of using plant material. In many cases, foundation plantings are neither needed nor desirable.

Reports Herbicide Experiment

Dr. James Herron, botanist, University of Kentucky, told of his research with chemical weed killers. Some of Dr. Herron's research has been with use of weed control chemicals in seedbeds and beds of small plants, which have heretofore required much hand weeding.

In cooperation with Hillenmeyer Nurseries, Dr. Herron recently conducted an experiment on the use of Crag Sesone on beds of taxus cuttings in the lath house.

These rooted cuttings were bedded in the usual manner after being removed from the rooting medium. The beds were laid out in 640 square foot areas for the experiment, and Crag Sesone was applied at the rate of three pounds per acre. For convenience in calculating costs and time and money saved by chemical weeding, the labor was figured at 60 cents per hour and the cost of the chemical was recorded at its retail price.

Four applications were made during the growing season, starting June 27 and ending September 19. There was a saving of almost \$1 per bed in the cost of weed control in the beds receiving the herbicide as compared to those receiving no chemical weed killer.

Dr. Herron showed a number of color slides illustrating the type of equipment, from the small 1-gallon, hand-operated sprayer to the tractor-mounted power equipment, used in applying weed control chemicals. He gave practical suggestions about

BROAD-LEAVED EVERGREENS

Choice landscape material at attractive prices.

- Buxus sempervirens, 12 to 15 ins. to 2 to 2½ ft.
- Elacagnus fruitlandi, 1½ to 2 ft. to 4 to 5 ft.
- Euonymus kiautschovicus, 1½ to 2 ft. to 4 to 5 ft.
- Ilex cassine, 3 to 4 ft. to 5 to 6 ft.
- Ilex convexa (bullata), 12 to 15 ins. to 18 to 24 ins.
- Ilex rotundifolia, 15 to 18 ins. to 2 to 2½ ft.
- Ilex opaca howardii, 2 to 3 ft. to 4 to 5 ft.
- Ilex vomitoria, 2 to 3 ft.
- Jasminum floridum, 1½ to 2 ft. to 3 to 4 ft.
- Ligustrum japonicum, 2 to 3 ft. to 4 to 5 ft.
- Ligustrum lucidum, 1½ to 2 ft. to 2½ to 3 ft.
- Ligustrum lucidum repandens, 1½ to 2 ft. to 2½ to 3 ft.
- Mahonia japonica bealei, 12 to 18 ins. to 2 to 2½ ft.
- Nandina domestica, 15 to 18 ins. to 2 to 2½ ft.
- Osmanthus fortunei, 1½ to 2 ft. to 2 to 2½ ft.
- Osmanthus ilicifolius, 1½ to 2 ft. to 2 to 2½ ft.

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Ozark's revolutionary new color-fol package plants are the talk of the industry.

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SPECIAL SALE OF PINK DOGWOOD



(Cornus florida rubra)

Specimen plants, 3 years old, individually root-wrapped in waterproof paper to seal in moisture, burlapped on the outside for protection. Packed in sphagnum moss. These trees will caliper an inch and up with 90 per cent bloom buds. Approximate weight, 25 lbs., as long as they last. These trees are the following prices:

4 to 5 ft., B&B or individually root-wrapped.....	\$2.50
5 to 6 ft., B&B or individually root-wrapped.....	3.00
6 to 7 ft., B&B or individually root-wrapped.....	4.00
7 to 8 ft., individually root-wrapped.....	5.00

ALSO

CHEROKEE CHIEF DOGWOOD

	(Bare-root)	Each	Each	Each
		1 to 9	10 to 29	30 to 100
3 to 4 ft., 2-yr.....		\$4.00	\$3.85	\$3.50
4 to 5 ft.		5.25	4.95	4.50

CRIMSON DALE NURSERY

Winchester, Tenn.

Phone: WO 7-2531

assembling and using the equipment as the slides were being shown. Changes in speed and in gear ratio of power spray equipment can radically change the rate of application. This has caused some losses. Dr. Herron advocated small-scale trials by each grower before large-scale operations are undertaken.

Japanese Beetle Control

A report on the Japanese beetle situation in Kentucky and surrounding states was given by Howard G. Tilson, deputy state entomologist. Although the eradication program on Japanese beetle in Kentucky has been successful over a period of 20 years, the ever-increasing infestations in some states bordering Kentucky make the occurrence of new beetle finds a constant and costly problem.

The question arises as to when it becomes impractical to continue spending public funds on the control of this insect. The state entomologist and his assistants were commended by the nurserymen for their 20 years of control efforts, and a resolution was passed by the members present urging continuation of the control program and pledging the association's full support and cooperation in this continued effort.

A lively and interesting panel dis-

CORNUS FLORIDA RUBRA (Pink Dogwood)

1-Yr., heavy seedlings, fine 2-yr.-old fibrous roots.

	Per 100	Per 1000
18 to 24 ins., br.....	\$45.00	\$400.00
24 to 30 ins., br.....	60.00	500.00
30 to 36 ins., br.....	70.00	600.00

To those who wish roots wrapped individually with waterproof paper, moisture-retaining material, colored picture tag and planting instruction:

We will wrap 18 to 24 ins., 12c Each
24 to 30 ins., 15c Each
30 to 36 ins., 20c Each

FAULKNER SPRINGS NURSERY

P. O. Box 242

McMinnville, Tenn.

cussion was the last event programmed for the morning of January 29. Robert Hillenmeyer acted as moderator; Joe Fike represented the wholesale nurserymen; Mr. Hillenmeyer and Clinton Korfhage, the retail and garden center interests; William Ray and Dan Gardiner, the landscape nurserymen's group, and Charles Michler, the landscape service phase. Harry Bowen, of the Kentucky highway department, roadside beautification division, was added to the panel and gave some up-to-date information on the probable requirements of nursery stock for plantings on the interstate highways, which are

now in the planning stages.

It was brought out in this discussion there is little uniformity of methods for arriving at costs and prices of nursery stock and services. A general conclusion was drawn that each operator should have a formula by which to arrive at prices, as well as a complete and accurate cost-accounting system to furnish part of the information used in such a formula.

It was voted to have the complete results of the panel, as to costs, summarized and, together with the 1950 A. A. N. report on costs of producing nursery stock, sent out to all

EXTRA VALUE LINERS

Packed Free

	Per 100	Per 1000		Per 100	Per 1000
Berberis mentorensis			Mahonia bealei		
2-yr., B.G.			2-yr., B.G.	\$15.00	\$100.00
9 to 12 ins.	\$15.00		1-yr., S.	7.00	60.00
1-yr., R.C.	8.00	\$ 70.00	Viburnum burkwoodi		
Ilex burfordi			2-yr., B.G.		
2-yr., 2 1/2-in. pots.	20.00	180.00	8 to 12 ins.	15.00	130.00
1-yr., B.G.	12.50	100.00	12 to 18 ins.	25.00	200.00
Ilex opaca —Cutting-			Viburnum juddi		
grown from selected			2 1/2-in. pots	25.00	200.00
trees. Male or female			Viburnum rhytidophyllum		
3-in. pots	40.00	350.00	2-yr., B.G.		
Ilex rotundifolia			6 to 12 ins.	15.00	130.00
2-yr., 2 1/2-in. pots.	20.00	180.00	2-yr., B.G.		
2-yr., B.G.	15.00	130.00	12 to 18 ins.	25.00	200.00

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Nursery Co.
ESTABLISHED 1900

Decherd, Tennessee

SEEDS

for the Nurseryman and Forester.

Write for catalog.

F. W. SCHUMACHER, HORTICULTURIST
SANDWICH, MASS.



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AMERICAN

HOLLY

(Ilex opaca)

The most wanted plants in America. We offer these only in named varieties, of tried and proven worth.

ORIENTAL HOLLIES

Popular varieties, such as Ilex burfordi, I. cornuta femina, I. hetsi and I. rotundifolia. Write for descriptive wholesale price list.

STEPHENS NURSERIES

Semmes, Ala.

SINGER GARDENS

Stamping Ground, Ky.

	Each
Euonymus alatus compactus	
2 1/2 to 3 ft., B&B.....	\$2.00
Golden-Rain Tree	
7 to 9 ft.	2.50
Washington Thorn	
7 to 9 ft.	3.00



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Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES
EXMORE, VA.

POTTED LINERS

Taxus Junipers

B&B sizes to trucks only.

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Broad-leaved Coniferous Evergreens

Write for complete price list.

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Columbus Mississippi

PFITZER LINERS

Pfitzer Juniper, 2-yr.,
field-grown,
\$250.00 per 1000

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Shrubs — Magnolias — Dogwood —
Roses
Finished and Liners
Also Dependable Nursery Supplies

CHASE NURSERY CO., INC.
Chase, Ala.

BUILDING PLANT SHELTERS AND GARDEN WORK CENTERS

From Sunset Magazine.

Instructions for the construction of lath houses, greenhouses, work centers, small plant shelters. 307 photos, drawings and plans. 75 p. Paper-bound. (1951). Price, \$1.00, postpaid.

AMERICAN NURSERYMAN
343 S. Dearborn St. Chicago 4, Ill.

Kentucky members. Mr. Ray, Mr. Gardiner and Mr. Korfhage drew the assignment to do this job.

Business Meeting

The business meeting, as usual, brought forth some lively discussions. The A. A. N. delegates, Richard Taliaferro and Herman Wallitsch, gave a full report of the 1957 convention, and William Ray reported on an excellent Southern Nurserymen's Association meeting.

The horticultural license law was discussed in detail, and it was voted to authorize the spending of \$250 to prepare a bill for introduction in the present session of the Kentucky legislature. A committee composed of Grace Walker, Daniel Gardiner and Betty Cosby was appointed by the incoming president to act upon this problem.

President Richard Taliaferro presented an A. A. N. industrial landscaping award to George Houtchin, the Houtchin Co., Louisville, for landscaping work for the James B. Bean Distillery, Clearmont, Ky.

Carl Tillman, Newburg, Ind., was the recipient of a similar award.

The site named for the summer outing was Lake Cumberland State park, near Jamestown, Ky., and the date, about the third week in June, with exact time and arrangements to be announced later.

After the election of officers, as previously given, the meeting was adjourned.

KALAMAZOO CONFERENCE

[Continued from page 19]

a talk on "Progressive Landscaping" by Frank Knight, Siebold & Knight, Fort Wayne, Ind. Mr. Knight reviewed all of the forms and procedures of Siebold & Knight, of which he is co-owner, including the use of bond paper for preliminary design sketches, which are photostated for white-on-black permanent records, or further reproduced to black-on-white positives for coloring or alterations and review with the customer.

Also of interest was an order form in triplicate, one copy of which is filled out and priced by the foreman and is left with the customer at the time the job is completed, serving as an invoice. A review of this procedure indicated that over 30 per cent of the customers paid promptly as a result of this field form, with no further statements or invoicing necessary. Mr. Knight stated that his firm's old customers are its best advertisement. Siebold & Knight guarantee any plantings or associated work. They provide complete cus-

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tomer service, including design; a complete tree service; landscape planting; construction of walls, patios, fences and all garden structures, and a garden center. In addition, a landscape maintenance service is available to firms and institutions. All work is done on a contract basis.

Describes New Plants

After an intermission adjournment, an excellent chicken dinner was served. After dinner, Walter W. Eickhorst, assistant curator, Morton Arboretum, Lisle, Ill., spoke about "New Plants of Interest to the Industry," illustrating his descriptions of each plant with color slides. Mr. Eickhorst stated that each of the plants on the following list, which includes some worth-while older varieties, has a definite place in the landscape plantings designed for southwestern Michigan and should be more widely grown by nurserymen:

Aesculus arguta
Aesculus discolor mollis
Aesculus parviflora
Aesculus parviflora serotina
Alnus glutinosa pyramidalis
Amelanchier grandiflora
Berberis thunbergi argenteo-marginata
Berberis thunbergi atropurpurea nana
Crimson Pygmy
Berberis thunbergi aurea
Buxus microphylla koreana
Carpinus betulus
Cercis canadensis alba
Chaenomeles japonica alpina
Cornus officinalis
Cornus pumila (C. mas nana)
Cotoneaster multiflora
Daphne caucasica
Daphne mezereum
Euonymus alata Korean form. (As grown before 1900.)
Forsythia Arnold Dwarf
Fothergilla major
Fothergilla gardenii
Hamamelis mollis brevipedata
Hamamelis vernalis
Hedera helix Bulgarian
Hydrangea quercifolia
Hydrangea petiolaris
Ilex opaca Hedgeholly
Kerria japonica aureo variegata
Larix decidua
Ligustrum Mosnat Dwarf
Lonicera alpigena nana
Lonicera clareyi nana
Lonicera xylosteum nana
Magnolia salicifolia
Magnolia liliflora nigra
Magnolia stellata Waterlily
Pachistima canbyi
Picea omorika
Pinus parviflora
Pinus sylvestris fastigiata
Pinus sylvestris watereri
Pyrus calleryana fauriei
Quercus robur fastigiata
Rhus aromatica (R. canadensis)
Ribes alpinum pumilum
Spiraea bumalda crispa
Spiraea bumalda walluffi
Spiraea thunbergi compacta
Symphoricarpos alba laevigatus
Symphoricarpos chenaulti Hancock
Symphoricarpos chenaulti Magic Berry
Viburnum fragrans
Viburnum fragrans alba

WHITE DOGWOOD

Transplanted — Top-Quality — Well-Spaced
Bare-Root — Lots of 10 or More

	Each
2 to 3 ft.	\$1.00
3 to 4 ft.	1.25
(25c extra B&B)	
4 to 5 ft.	2.25
5 to 6 ft.	3.25
6 to 7 ft.	4.50
7 to 8 ft.	5.50
(50c extra B&B)	

Special quotations on large quantities or row run.
Come to see us for Dogwood requirements.

MORaine LOCUST (Plant Pat. No. 836)

Bare-Root

	Each
1 1/2-in. cal.	10 to 49
1 3/4-in. cal.	\$13.50
2-in. cal.	16.50
	20.00

Twice transplanted.

We are a licensed grower.

Quality Plants Since 1841

HILLENMEYER
Nurseries
GEORGETOWN RD.
ONE MILE N. OF N. 22 NORTH
LEXINGTON, KY.

PINK FLOWERING DOGWOOD

CORNUS FLORIDA RUBRA

3 to 4 ft.	2-Yr. Well-Br. \$1.50 each	3 and 4-Yr. Heavy-Br. \$3.00 each
4 to 5 ft.	2.50 each	4.00 each
5 to 6 ft.	3.50 each	5.00 each
6 to 7 ft.	6.00 each	7.50 each

Dogwoods — B&B — 50c extra per tree



Boyd Nursery Co., McMinnville, Tenn.

CALIFORNIA INSTITUTE

[Continued from page 16]

rieties came up for discussion at this point. It was suggested that under most conditions a well-mixed, light canning soil is better for the plant than a heavy soil placed over a layer of gravel.

The practice of bringing in topsoil to create a seedbed for lawns without incorporating it with the existing soil is to be discouraged. To build a permanent, satisfactory seed-

bed, one must level the existing soil, apply the topsoil and then incorporate them with a tilling device, such as a Rototiller.

Lawns suffer from improper irrigation even when planted in desirable seedbeds. Each watering should supply enough moisture to extend to the permanent moist soil range. Watering, therefore, should be infrequent but deep. A dry layer between the permanent moisture range and the root feeding area results from frequent shallow irrigations. These

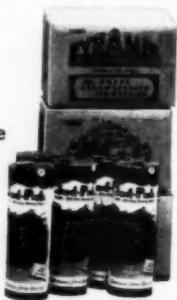
TWO PROFITS



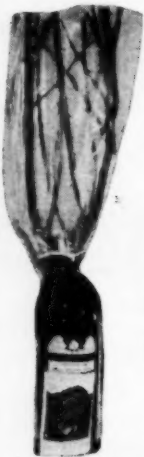
SELL the Pyramid® SELL the plants

Profit from the Pyramid... Profit from the plant sale too. New Pyramid includes complete sprinkler attachment. Sell by mail or over-the-counter.

Write today for full particulars.



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ROSES

Packaged or Bare-Root
Patented and Nonpatented
Waxed or Unwaxed (Poly Bag)

Write for special prices on the "three to pack".

Free delivery on trailerload lots.

**L. C. HOUSE & SONS
NURSERIES
TYLER, TEX.**
Phone: 22-671

TREE SEEDS

Conifers for Nurserymen and Christmas Tree Growers
IRON MOUNTAIN EVERGREEN CO.
Iron Mountain, Mich.

confine roots to within two or three inches of the surface, where they, in turn, require more frequent irrigation to keep them moist. A vicious circle is thereby set up.

Weeds and Weeding

W. A. Harvey, extension weed control specialist on the university's Davis campus, led off the "Weeds and Weeding" portion of the program by speaking on the "Essentials of Weed Control." He pointed out that the three factors required for satisfactory weed control are knowing the weed, knowing the herbicide and knowing the method of control.

Mr. Harvey advised nurserymen to maintain a collection of the more serious weeds in their places of business, displayed with the controls, to promote additional business. He outlined the various classifications of herbicides and spoke of the continual experimentation to find better chemicals to do the job. The essence of an effective weed control program is to get the chemical in the right place at the right time, advised Mr. Harvey.

He later participated in a panel on weed control with R. W. Lateer, farm adviser for Alameda county; R. H. Sciaroni, farm adviser for San Mateo county, and P. J. Lert, farm adviser for Santa Clara county.

Many interesting points were raised during the question and answer period. For instance, methyl bromide will obtain a good kill of quack grass when the chemical is used before planting. Dalapon has been successfully used for killing quack grass around growing plants, but it must be applied with care. Amino-triazole used around plants prior to irrigation will cause damage. It should be used after irrigating.

Controls for Specific Weeds

Anise can be destroyed by 2,4-D easily when the plants are still young. Ivy can be freed of Bermuda grass infestation through the use of dalapon at the rate of 1 ounce per gallon. Bulbous oxalis has been successfully treated with 2,4,5-T. Morning glory is most susceptible to a 2,4-D treatment during its first blooming period.

When using calcium cyanimid to pretreat planting areas, one should incorporate half of the recommended quantity into the soil with a Rototiller, then apply the rest on the surface, working it in with a rake. Activity of this chemical depends upon favorable moisture and temperature conditions. It is absolutely necessary to wait the full 30 days before planting, and some additional waiting will be required if temperature conditions

Better Liners of the Better Kinds

BERBERIS Crimson Pygmy
CAMELLIA SASANQUA
FORSYTHIA Beatrix Farrand
FORSYTHIA Lynwood Gold
HYPERICUM Hidecote
MAPLE, Crimson King

Write for Complete Price List.
Jacques Legendre, Pres.

GULFSTREAM NURSERY
WACHAPREAGUE, VIRGINIA

MALUS ELEYI

Per 100
2 to 3 ft., whips.....\$30.00
3 to 4 ft., whips..... 40.00

MORUS ALBA

Per 1000
12 to 18 ins., S.....\$15.00
18 to 24 ins., S..... 25.00

LOWELL H. MCGEE NURSERIES

P. O. Box 341
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Phone 3351

SHADE AND FLOWERING TREES

Acer saccharum (Sugar Maple)
Acer rubrum (Red Maple)
Cercis canadensis (Redbud)
Cornus florida (White Dogwood)
Liriodendron tulipifera (Tulip Tree)
Liquidambar styraciflua (Sweet Gum)
Platanus occidentalis (American Sycamore)
Quercus phellos (Willow Oak)
Quercus alba (White Oak)
Quercus rubra (Red Oak)

Per 100
5 to 6 ft., br., standard grade....\$25.00
6 to 8 ft., br., standard grade.... 40.00

NOLDRIDGE NURSERIES

P. O. Box 26 McMinnville, Tenn.

WE SPECIALIZE IN FINE Azaleas and Camellias

Write for Catalog

FLOWERWOOD NURSERY

GREGORY L. SMITH, Owner
Rt. 1, Box 130 MOBILE, ALA.



SEMME NURSERIES

AZALEAS - CAMELLIAS
and other choice evergreens

Wholesale Catalog SEMMES, ALA.

CHIPMAN'S CANADA RED RHUBARB

Large True-to-Name Divisions

Write for Prices

KEELER'S GARDENS

Sioux Falls, S. D.

CANNED PLANTS

Build profits with Wight's container-grown evergreens. Wide assortment, including Ilex, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

Wight NURSERIES CAIRO, GA.

have not been at the optimum during the period of treatment.

Methyl bromide applied before seeding a new lawn will keep most lawns free from invasion of weeds for three or four years. Deep tillage after fumigation should be avoided. Spot treatment of Bermuda patches in lawns can be successfully accomplished with dalapon used in the spring and again in the fall. The lawn should be reseeded the following spring.

Weed Display

Through the efforts of 10 northern California nurseries, a huge display of container-grown weeds was exhibited in the hallways of the Life Sciences building, scene of the institute. Those who gathered and grew this representative collection included the Four Winds Nursery, Mission San Jose; Leonard Coates Nurseries, San Jose; Schmidt Nursery, Palo Alto; W. B. Clarke & Co., San Jose; Pacific Nurseries, Colma; California Nursery Co., Niles; John E. Edwards Nursery, Palo Alto; Edenvale Nursery, Niles, and Valley Garden Store, Woodland.

Donald Dillon, Four Winds Nursery, was in charge of registration and was assisted by Bruce Roeding and Dean Krause, of the California Nursery Co.

ELECTION CORRECTION

The account of the North Carolina short course published in the February 1 issue of the American Nurseryman erroneously reported that Eelco Tinga, Tinga Nursery, Castle Hayne, N. C., had been elected vice-president of the North Carolina Association of Nurserymen. The new N. C. A. N. vice-president is George Coulter, Charlotte, N. C., and Mr. Tinga is a member of the board of directors.

Following is a corrected list of 1958 officers of the association: President, Knox Porter, Knox Porter Nursery, Rocky Mount; vice-president, George Coulter, Charlotte, and secretary-treasurer, Hugh Vann, Raleigh. Directors are J. S. Howard, Salemburg; Eelco Tinga, Castle Hayne; Warren Steed, Steed's Nursery, Candor, and Jerome Lindley, Jerome Lindley Nursery, Graham.

PURCHASE of the former McKay Nursery, Phoenix, Ariz., is announced by Mr. and Mrs. Basil B. Shipp, who plan to add the nursery operation to their Phoenix tree service business. The firm will now be known as Shipp's Tree Service & Nursery.

KRIEGER'S WHOLESALE NURSERY

P. O. Box 116, Bridgman, Mich. Phone: HOpkins 5-5522

RED RASPBERRIES

	Per 100	Per 1000
Latham		
T.	\$10.00	\$ 80.00
1-yr., No. 1	8.00	65.00
Indian Summer,		
Durham		
T.	10.50	85.00
1-yr., No. 1	8.50	70.00

BLACK RASPBERRIES

Cumberland, Logan,		
Morrison, Bristol		
No. 1, tips	6.00	45.00
Blackhawk		
No. 1, tips	15.00	100.00

GRAPEVINES

Concord		
2-yr., No. 1	15.00	100.00
Niagara, Catawba,		
Fredonia		
2-yr., No. 1	16.00	120.00
Seneca, Golden		
Muscat		
2-yr., No. 1	25.00	.....

ASPARAGUS

Mary Washington		
3-yr., heavy	\$4.50	\$30.00
2-yr., No. 1	3.00	20.00
1-yr., No. 1	2.00	14.00

RHUBARB

	Per 10	Per 100	Per 1000
Canada Red....	\$4.00	\$35.00	\$300.00
MacDonald	3.50	30.00	250.00

BLUEBERRIES

Jersey, Rubel,			
Rancocas			
2-yr., 9 to			
12 ins.	3.50	32.50	300.00
3-yr., 12 to			
18 ins.	5.00	47.50	450.00
4-yr., 18 to			
24 ins.	7.00	67.50	650.00
5-yr., Jersey only,	\$1.00 each.		

GOOSEBERRIES

Houghton			
3-yr., heavy	3.50	30.00	.....
2-yr., No. 1	2.50	20.00	.....

HORSERADISH

Cuttings .....	.50	3.00	20.00
Whole roots ..	.90	6.50	45.00

SEND FOR WHOLESALE TRADE LIST

PIGGOTT NURSERY CO.

Piggott, Ark.

1-Yr. Peach in Storage

	4 to 5 ft.	3 to 4 ft.	18 to 24 ins.
	$\frac{1}{16}$ -in. cal.	$\frac{1}{16}$ -in. cal.	2 to 3 ft.
	40c	35c	25c
Belle of Georgia	100	350	150
Chinese Cling	100	250	175
Carman .....	...	150	200
Halehaven	500	1000	400
Elberta	500	2500	2000
J. H. Hale	300	850	600
Red Bird	100	150	150

We will give a 5 per cent deduction on peach in lots of 1000.

Specialists in PERENNIALS

SEEDS—PLANTS—BULBS

Perhaps America's largest list of unusual plant materials.

Wholesale catalog on request.

PEARCE SEED COMPANY

Dept. N. MOORESTOWN, N. J.

FRUIT TREES

Dwarf and Standard

Send for Wholesale List

KELLY BROS. NURSERIES, INC.
Dansville, N. Y.



CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary
304 MITAU BUILDING SACRAMENTO 14, CALIF.

INLAND EMPIRE CHAPTER

Forty members of the Inland Empire chapter, California Association of Nurserymen, met January 14 at the Golden Bull restaurant, Rialto, for a steak dinner. President Robert Lindquist, Hemet Wholesale, Hemet, led a brief business meeting, after which Program Chairman Jim Hunt, Jim Hunt's Landscape Center, San Bernardino, introduced Dr. John Middleton, University of California at Riverside, who discussed "The Effect of Air Pollution on Plant Material," illustrating his comments with pictures showing plants affected by smog.

Dr. Middleton said the grave problem faced by the Los Angeles basin is caused by air inversion, which keeps the pollution suspended over the area. Fifty to 60 per cent of smog is caused by cars; industries and power plants are offenders also, polluting the air with fluorides and sulphur dioxide, though the latter is well controlled in Los Angeles. Ethylene, a third pollutant, is found in exhaust fumes from automobiles and in fumes from incinerators.

Color slides of violets, freesias and azaleas from urban areas showed considerable leaf damage. Leaves are damaged by smog more than blooms, which do not have pores through which pollutants may enter. A carbon filter on greenhouses and homes clears the air of carbon monoxide. Systematic watering and fertilization, concluded Dr. Middleton, reduce the effect of smog, and vitamin C applied to plants affords some control.

D. C.

REDWOOD EMPIRE CHAPTER

The January meeting of the Redwood Empire chapter of the California Association of Nurserymen was attended by the following state association officers: President Willis Stribling, Vice-president James Perry and Executive Secretary Elmer Merz. This meeting was held at Rickety's Rancho Rafael, San Rafael. The chapter president, Paul Clark, The Gardens, Santa Rosa, welcomed the guests.

The state directors' meeting in March was announced, and members were requested to submit a list of any topics they wished included

on the agenda. President Clark next introduced Elmer Merz, who briefly surveyed the history of the nursery business in the Redwood Empire region and then stated that nurserymen must be ready to serve an expanding population. The country as a whole will have a 27 per cent increase in population, and California will probably have a 57 per cent increase by 1970.

James Perry, vice-president of the C. A. N., told of the goal set for the membership committee — a 10 per cent membership increase. Selling the benefits of the association should be the means of attaining this goal. He stated that at the minimum dues rate a member's share of expenses for the C. A. N. newspaper releases would be about 14 cents. At the maximum dues rate, it would be slightly over \$1, which still represents an extremely low cost for advertising.

President Stribling said the nursery business has an excellent future,

but it is the responsibility of each member of the trade to make the most of this future. To get their share of the consumer's dollar, nurserymen may have to make changes in operations, such as packaging and selling, to keep abreast of the changing demands of the public.

Hugh Wallace, Sec'y.

KERN COUNTY CHAPTER

The January meeting of the Kern County chapter, California Association of Nurserymen, was held at Sinaloa's restaurant January 14. The meeting was called to order by Melva Davis, Davis Nursery, Bakersfield, president. At the conclusion of the treasurer's report, a letter was read from Armstrong Nurseries, Ontario, Calif., offering three new floribunda rose varieties to be presented by this chapter to local public gardens.

Among other correspondence was a report, from the Pacific Advertising staff, that 67 column inches of advertising had been placed during November and a reminder from Elmer Merz, C. A. N. executive secretary, of the midyear board of directors' meeting, March 25.

Ruth Hahn, Eley's Gardens, Bakersfield, reported that the Kern



Why You
Can't Miss with Our
FRUITLESS MULBERRY



T. B. Stribling, Jr.

"FAST-GROWING SHADE—no other tree rivals its performance! The non-fruit bearing Mulberry is our own introduction, developed specifically for backyard and patio shade. Often grows 6-8 feet in a single year . . . spreads 30-40 feet. Exceptionally clean, sheds leaves quickly in late fall. Hardy to -5°. Introduce our Mulberry now—you simply can't miss!"



T. B. Stribling, Jr.

Write for Our Free
Wholesale Catalog
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County Camellia Society had been informed that the chapter wished to award a trophy at the camellia show, and it was tentatively planned to present the trophy for the best specimen of the show. An amendment to the chapter's constitution and by-laws to permit re-election of officers was unanimously accepted.

It was estimated that about \$40,000 worth of local nursery business was taken from this area by door-to-door mail-order salesmen. Discussion revealed that plants sold were not equivalent to those retailed here for the same price, and the question of misrepresentation arose.

The secretary was instructed to write Mr. Merz for a file of past cases of nursery misrepresentation to use in a local campaign to combat this type of business during the coming season. A motion by Mr. Morelock that this matter be taken up at the midyear directors' meeting by the chapter's directors, if it is timely, was seconded by Gene Sanders and approved. The meeting was then adjourned.

Mrs. J. M. Ono, Sec'y.

ORANGE COUNTY CHAPTER

Officers of the Orange County chapter, California Association of Nurserymen, for 1958 are Eldon Paddock, Anaheim Nursery, Anaheim, president; Richard Keisel, Evergreen Nursery, Costa Mesa, vice-president; David Focht, Shaw's Nursery, Garden Grove, treasurer, and B. G. Scott, Hollister Bros. Nursery, Costa Mesa, secretary. Serving as members of the board of directors are Roy Ellis, Buena Park Greenhouses, La Habra; Donald Speck, Crown Fertilizer Co., Norwalk; "Whitie" Fritz, Evergreen Nursery, Costa Mesa; George Maye, M & M Nursery, Orange, and Mike Kusuda, Garden Grove Nursery, Garden Grove, who is also the chapter's representative on the board of directors of the C. A. N.

At the meeting of the chapter held January 8 at the Hudson House, Costa Mesa, Ralph Klages, Klages' Wayside Gardens, Whittier, and Donald Speck conducted the chapter's first plant forum. The session was well received and will become a feature of the regular meetings. An invitation for the chapter members to attend the next meeting of the Sunset chapter was received.

Richard Keisel, vice-president of the Orange chapter, presented gavels to the chapter president, Eldon Paddock, and to the past president, Donald Speck, before introducing the guest speaker of the evening,

**Don't Let the Scientific Sputniks
Increase Your Cares and Woes
Hold Fast Your Faith, and Cultivate
GOD'S Handiwork . . . the Rose!**

V. W.

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If you'd like to explore our last-minute potpourri of varieties, we will do our very best to serve any late-comers, shipping by best method during the first few days of March.



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Top-quality, northern California, field-grown, patented and standard bush and tree roses. Write for list and prices.

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on hardy Multiflora rootstock
Minimum order, 10 per variety.

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Patented Varieties

Blanche Mallerin,
No. 1, 1½
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Charlotte Armstrong,
No. 1½
Circus, No. 1, 1½
Confidence, No. 1, 1½
Fashion, No. 1, 1½
First Love, No. 1½
Fred Edmunds, No. 1½
Gold Cup, No. 1, 1½
Goldilocks, No. 1½
Grande D. Charlotte,
No. 1½
Helen Traubel,
No. 1, 1½
Isobel Harkness,
No. 1, 1½
Jimmy Cricket,
No. 1, 1½

Non-Patented Varieties

No. 1 —10 to 99, 57c
No. 1½—10 to 99, 47c
Darling, No. 1, 1½
Eclipse, No. 1½
Etoile de Hollande,
No. 1½
Gay Dawn, No. 1½
Mme. H. Guillet, No. 1½
Picture, No. 1½
Talisman, No. 1½

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Patented Varieties

Golden Showers, No. 1½
High Noon, No. 1½
Mme. H. Guillet, No. 1½
Peace, No. 1½

Non-Patented Varieties

(Prices same as bush)
Blaze, No. 1½
Etoile de Hollande,
No. 1½
Pres. H. Hoover, No. 1½

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Bare-Root, 3-year-old, No. 1 grade—\$3.50
Strong, bushy heads, with straight, heavy
stems.

Blanche Mallerin
Charlotte Armstrong
Fashion
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Helen Traubel
Jimmy Cricket
Love Song
Lowell Thomas
Mojave

New Yorker
Peace
Pres. Eisenhower
Queen Elizabeth
Sutler's Gold
Vogue
White Bouquet
White Knight

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Firm buds and strong fibrous root systems.
Minimum order, 10 per variety.

APPLES, ¾-in. cal., 50c;

½-in. cal., 60c.

Red Delicious
(Richared)
Red Gravenstein
Red Rome Beauty
Yellow Delicious
Yellow Newtown Pippin

APRICOTS, ¾-in. cal., 55c; ½-in. cal., 65c

Blenheim or Royal
Tilton

CHERRIES, ¾-in. cal., 75c

Bing or Mahaleb
NECTARINES, ¾-in. cal., 55c; ½-in. cal., 60c

Fireglobe

John Rivers

PEACHES, ¾-in. cal., 45c; ½-in. cal., 50c

Cardinal
Elberta
Fay Elberta
J. H. Hale
Kim Early Elberta
Nectar
Redglobe
Red Haven
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PEARS, ¾-in. cal., 50c;

½-in. cal., 60c

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250 or more ROSES or FRUIT TREES, or combination of both, shipped PREPAID, no charge for packing.

Write air mail for Wholesale Rose Price list and quotations on larger quantities.

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93rd Year
George C. Roeding, Jr., Pres.
NILES, CALIF.

David Cunningham, president of the California chapter of the American Association of Nurserymen. After Mr. Cunningham's informative discussion of salesmanship and the nurserymen's relationship with his customers and his employees, the meeting was adjourned.

At a meeting of the chapter board of directors held later in the month at the home of B. C. Scott, chapter secretary, it was decided to continue discussions of a cooperative newspaper advertisement, suggested by Mr. Speck, at the next board meeting. President Paddock suggested that, in order to save time at regular meetings, the secretary's and treasurer's reports be published in the chapter news-letter rather than read at these meetings. The suggestion was presented as a motion, was seconded and carried.

Al and Joyce Hollister, Hollister Bros. Nursery, Costa Mesa, and Thomas and Ruth Flippen, Flippen Nurseries, Orange, were nominated as the reception committee for the March 12 meeting of the chapter at Knott's Berry Farm, Buena Park, at which the chapter will honor Dixon W. Tubbs, retiring Orange county agricultural commissioner. Master of ceremonies for the evening will be David Cunningham, and a barber-shop quartet will provide entertainment. The meeting program will cover events that occurred during Mr. Tubbs' service as county agricultural commissioner.

B. G. Scott, Sec'y.

MONTEREY BAY CHAPTER

The January meeting of the Monterey Bay chapter, California Association of Nurserymen, was held at the Salinas Valley bowling center on January 23. The poor attendance at the December meeting and party at Hollister was discussed, and it was suggested that an earlier date for the December meeting might be more satisfactory.

After the financial report was given by Vernon Troyer, the Garden Center, Santa Cruz, a letter was read announcing a change in date (from March 24 to March 25) for the midyear C. A. N. directors' meeting. Bruce Stone, E. B. Stone & Son, Salinas, announced that an insurance company at Salinas offers a group policy that seems to provide excellent coverage. It was voted to ask a representative of the company to discuss the policy at a future meeting.

Kenneth Tweedy, guest speaker for the evening, gave an interesting talk on "Weed Control and Garden Spraying." Special prizes were do-

JAPANESE MAPLE

(Acer palmatum)

Husky, well-rooted seedlings ready to take off and grow!

The same plants we have used for years as understock for our named varieties.

Here's a tip! Plant clumps of three in a container and watch them disappear fast when your customers see their fresh green foliage.

	Per 100	Per 1000
24 to 36 ins....	\$32.50	\$275.00
12 to 18 ins....	25.00	200.00
6 to 12 ins....	20.00	150.00

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Valley are finest, bare-root,
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Wholesale only, but featuring a complete list of Hybrid Teas, Climbers and Floribundas, including all the A.A.R.S. Award Winners.

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Rose hanger in color, available on request.

Now making deliveries of

TREE PEONIES

(Famous Yamato-Noen Strain)

Named grafted varieties in all colors.

	Each	Each	Each
	Per 10	Per 100	Per 1000
1-yr.	\$1.10	\$0.95	\$0.80
2-yr.	1.50	1.40	1.25

Higo Iris, \$23.50 per 100, 10 varieties.

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6127 Highway 99, S. Everett, Wash.

nated by Douglass Nursery, Santa Cruz; Bokay Nursery, Salinas; Greenall (Bruce Stone), and Germain's, Los Angeles. It was announced before the meeting adjourned that the February meeting would be held at Watsonville. President Louis Olave, Hollister Garden Shop, Hollister, asked Ben Roth, Alladin Nursery, Watsonville, to make the necessary arrangements. Joanne Nishi, Sec'y.

CALIFORNIA ASSN. SEEKS ASSISTANT SECRETARY

The board of directors of the California Association of Nurserymen has appointed a committee to set up the job duties and interview candidates for the position of assistant to the executive secretary of the California Association of Nurserymen.

The committee is at the present time setting up the duties of this job and expects to be interviewing the candidates shortly.

Committee members are Walter C. Borchers, of W. B. Clarke & Co., San Jose; Clyde H. Stocking, former president of the American Association of Nurserymen, San Jose; James C. Perry, vice-president of the California association, Montebello; J. L. Mossholder, La Habra, and D. S. Stump, of Armstrong Nurseries, Ontario.

Anyone interested in the position should write to the assistant secretary committee of the California Association of Nurserymen, care of D. S. Stump, chairman, 1265 South Palmetto, Ontario, Calif.

CALIFORNIA NOTES

The 10th annual California weed conference was held at San Jose January 21 to 23. The papers were better, in that more information of immediate use to the visitors was made available. At the evening session January 2, representatives from 11 chemical firms gave information on the newest weed killers.

The northern California turf grass school was held February 4 to 6. Research workers from several locations of the University of California talked on such factors as water, soil fertility, water-plant-soil relationships, sprinkler systems and general cultural matters relating to the growing of grass in lawns, golf courses and public areas.

Contra Costa county is holding meetings to discuss the value of highway beautification and better ways to accomplish this at possibly lower costs.

At Los Altos, the fees collected

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PORTLAND 15, OREGON

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Quality Stock

CONIFERS AND BROAD-LEAVED
EVERGREENS
SHADE AND FLOWERING TREES
FRUIT TREE SEEDLINGS
FRUIT TREES
DECIDUOUS SHRUBS
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PORTLAND ROSES
NURSERY SUPPLIES

Look below for finest quality.
Oregon-grown shade and flowering trees.

Combination carloads east in
February and March.

Write for our Catalog

Ash Green, 6 to 7 ft., 5 to 6 ft.
Ash, Modesto, 5 to 6 ft., 4 to 5 ft.
Birch, Cut-leaved Weeping, 3 to 4 ft., 2 to 3 ft.
Birch, European White, 10 to 12 ft., 8 to 10 ft., 5 to 6 ft., 4 to 5 ft.
Catalpa, 8 to 10 ft.
Chinese Elm, 10 to 12 ft., 8 to 10 ft., 5 to 6 ft., 4 to 5 ft.
Crab Apple—Flowering Variety, 5 to 6 ft., 4 to 5 ft., 3 to 4 ft.
Honey Locust, Imperial, 6 to 8 ft.
Honey Locust, Sunburst, whips, 3 to 4 ft.
Honey Locust, Thornless, 6 to 8 ft.
Locust, Black, 8 to 10 ft.
Maple, Crimson King, whips, 7 to 8 ft.
Maple, Fausen's, 2-yr., light, br., 6 to 8 ft., 5 to 6 ft., 4 to 5 ft.
Maple, Fausen's Red-leaved, br., 6 to 8 ft.
Maple, Fausen's Red-leaved, whips, all sizes.
Maple, Norway, 10 to 12 ft., 8 to 10 ft., 6 to 8 ft., 5 to 6 ft.
Maple, Norway, whips, 5 to 6 ft., 4 to 5 ft., 3 to 4 ft., 2 to 3 ft.
Maple, Norway Pyramidal, whips, 8 to 9 ft., 7 to 8 ft.
Maple, Norway Silver, Var., 6 to 8 ft., 5 to 6 ft.
Maple, Norway Silver, Var., whips, 7 to 8 ft., 6 to 7 ft.
Maple, Red Rubrum, 6 to 8 ft., 5 to 6 ft., 4 to 5 ft.

Maple, Schwedler, 6 to 8 ft., light, br., 6 to 8 ft., 5 to 6 ft., 4 to 5 ft.
Maple, Schwedler, whips, 8 to 9 ft., 7 to 8 ft., 6 to 7 ft., 5 to 6 ft., 4 to 5 ft.
Maple, Silver, heavy, 10 to 12 ft., 8 to 10 ft., 5 to 6 ft.
Maple, Sugar, 5 to 6 ft.
Mountain Ash, European, 10 to 12 ft., 8 to 10 ft., 6 to 8 ft., 5 to 6 ft., 4 to 5 ft.
Mountain Ash, European, whips, 6 to 7 ft., 4 to 5 ft., 3 to 4 ft.
Oak, Pin, 9 to 10 ft., 8 to 9 ft., 7 to 8 ft., 6 to 7 ft.
Plum, Flowering Blirelana, br., 4 to 5 ft., 3 to 4 ft.
Plum, Flowering Blirelana, whips, 4 to 5 ft., 3 to 4 ft.
Plum, Flowering, Cistena, 3 to 4 ft., 2 to 3 ft.
Plum, Flowering Newport, 5 to 6 ft., 4 to 5 ft.
Plum, Flowering Pissardi, 4 to 5 ft., 3 to 4 ft.
Plum, Flowering Thundercloud, 4 to 5 ft., 3 to 4 ft.
Plum, Flowering Vesuvius, 5 to 6 ft., 3 to 4 ft.
Poplar, Lombardy, 10 to 12 ft., 8 to 10 ft., 6 to 8 ft., 5 to 6 ft.
Sweet Gum, B&B, 5 to 6 ft., 4 to 5 ft.
Willow, babyionica, 8 to 10 ft., 6 to 8 ft., 5 to 6 ft.
Willow, Golden, 5 to 6 ft.
Willow, Wisconsin, 10 to 12 ft., 6 to 8 ft., 5 to 6 ft.

The Homestead Nurseries

H.G. Benckhuysen. Boskoop. Holland

Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

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Reliable exporters for general nursery stock since 1922.

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GENERAL NURSERY STOCK

ROSES OLD and NEW

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**Pioneering Seedling Growers on
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**Specializing in Fruit Tree Seedlings
also Shade and Flowering Trees**

French Apple Seedlings,
Str. and Br.
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Combination carloads to eastern distributing points.

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MILTON-FREEWATER, ORE.**

Flowering, Ornamental, Shade
Trees and Shrubs. Fruit Trees,
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Quince Rooted Cuttings.

Licensed Growers of:

Moraine Locust (Pat. No. 836)
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Our combination carlots for eastern distributing points during shipping season save freight costs.

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Flowering Crab Apples, many
varieties
Flowering Cherries
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Norway Maples, branched, all
grades
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Hardy and semihardy varieties.
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**AZALEAS—HOLLIES
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OREGON BULB FARMS
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GRESHAM, OREGON

Lilies

Daffodils

from subdividers have more than covered the costs that they were to provide for. The city is taking the excess income from this source for the buying and planting of trees in the subdivisions.

Bay area rose growers are being treated to rose pruning demonstrations at nurseries nearly every Sunday. During February, demonstrations were made at the Horticultural Center building in Golden Gate park; the San Francisco Rose Society is sponsoring this series, with Robert Rohr explaining the how and why. The Rose Study Club of Oakland will meet at the Westlake junior high school, with John Paul Edwards as master of ceremonies. Al Stettler will preside at the Mariam Gano location, and the staff of the Oakland park department will be in charge at the demonstrations at the Oakland Municipal Rose Gardens. Many retail ornamental nurseries throughout the state are sponsoring similar demonstrations, with well-known local authorities in charge of the work. All report that such affairs stimulate bare-root rose plant sales at the time.

The Santa Clara valley water conservation district held an open house at its new headquarters in the Almaden section and gave demonstrations on the methods of controlling water runoff and on measurement of water losses. The district operates eight dams.

Hordes of meadow mice have done extensive damage to orchards and wholesale nurserymen's plantings in northern California. The outbreak is declared the worst since 1949.

Flower growers in Contra Costa county have requested concerted efforts be made toward preventing smog damage. One promising treatment is spraying with formulations of vitamin C.

County prisoners are being used for the planting of about 1,000 broad-leaved plane trees as the first step in the development of the 415-acre Santa Clara county valley floor recreational center. The trees were obtained from the state forest nursery at Ben Lomond.

W. B. B.

OREGON COUNCIL ELECTS

The Oregon Bulb, Florist and Nursery Council met in the offices of the bureau of nursery service, State Office building, Portland, the evening of January 29, with nearly 30 persons present. The meeting was led by Alan James, Burkhardt Florist, president.

R. W. Henderson, assistant director, agricultural experiment station, Oregon State College, Corvallis, gave an over-all report concern-

ing research activities at the college, assisted by Dr. Spencer Apple, Dr. A. N. Roberts, Dr. S. H. Dietz, Dr. Roy Young, Dr. P. O. Ritcher and Dr. K. G. Swenson, who represented the various departments under which research was conducted during the past year.

Approval of \$7,480 from nursery research funds to cover research work done during the 1957-58 year was given by the council. Also authorized by the council was a budget figure amounting to \$7,000 for research planned in 1958-59.

Clifford Walker, Walker Floral Co., lily bulb grower, Albany, was elected president of the council for the coming year. Charles H. Potter, Milwaukie, Ore., acting secretary, was elected secretary for the year ahead. C. H. P.

OREGON NOTES

Mrs. J. Frank Schmidt, Sr., wife of J. Frank Schmidt, Sr., Troutdale, is progressing well after serious surgery.

Frank Doerfler, F. A. Doerfler & Sons Nursery, Salem, is back on the job again after a bout with influenza.

Lloyd Hepler, Four Mile Farm & Nursery, Canby, has a new greenhouse, just completed, and will start on a new home soon.

Avery Steinmetz, Portland Wholesale Nursery Co., returned home recently after a trip of many weeks during which he visited Hawaii, New Zealand and Australia.

Hugh Van Allen, son of Mr. and Mrs. Paul Van Allen and associated with the Portland Wholesale Nursery Co., continues to add to his scores of yachting trophies. Listed among the many yachting awards he has won are some representing world's championships.

Charles "Dad" Lester, 91-year-old nurseryman of Applegate, recently underwent major surgery, but is now recovering and plans to return to active work before long at the Parker Nursery.

Wood Floral Co., Portland; Pad-dock's Greenhouses, Springfield, and Myers' Begonia Gardens, Springfield, are new members of the Oregon Association of Nurserymen.

Sam Rich, Rich & Sons Nursery, Hillsboro, is president for the year of the Hillsboro Kiwanis Club.

Mr. and Mrs. Phineas McCourey, Mack's Landscape Nursery, Astoria, recently returned from a combination business and vacation trip to Mexico, Nevada and California.

Surface Nursery, Gresham, has acquired 40 acres more land east of Gresham, according to owner Melvin Surface. The new location on



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We supply the leading nurseries of America and also export.

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FLOWERING ORNAMENTAL TREES
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Lusted road will be used to expand the present nursery stock.

Nurserymen of the Portland-Salem area met at the Portland Wholesale Nursery Co. the evening of February 10 to discuss final plans for the Multnomah spring flower show. General Chairman Robert Snodgrass led the meeting and told the group of the over-all plans. Lawrence Underhill, landscape architect, showed his plans for the modified Oriental garden that will dominate the main

building of the show. Dates for the show are April 23 to 27.

Mr. and Mrs. Robert Snodgrass, Esch Nursery, recently purchased Palmer's Nursery, Portland. The business has been renamed the 7 Dees Nursery, for the couple's seven children, all of whose names begin with the letter "D".

Mr. and Mrs. Henry Hausch, Roseway Nursery, Beaverton, were recent visitors at a meeting of nurserymen in Idaho, where Mrs. Hausch was a featured speaker. C. H. P.

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Instructions for the April 1 issue must be received by Friday, March 7.

Forms for April 15 issue will close Friday, March 28.

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QUALITY AGERATUMS, ROOTED CUTTINGS
\$2.50 per 100, \$20.00 per 1000.
Riverside, best true dwarf; Masterpiece and Purple Beauty.
WINTER GREENHOUSES
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Rooted cuttings, of Snow, Coral Bells, Hino-Crimson, Christmas Cheer, Hino-degiri and Sweetheart Supreme.
Regular price, \$60.00 per 1000. Special, \$40.00 per 1000.
1-yr. liners in outside beds.
Regular price, \$100.00 per 1000. Special, \$70.00 per 1000.

Per 1000
3 to 5-in. dia., buddedSpecial, \$250.00
5 to 6-in. dia., buddedSpecial, \$350.00
6 to 8-in. dia., buddedSpecial, \$500.00
8 to 10-in. dia., buddedSpecial, \$750.00
Tall, 2-yr. liners, heavy branched, of Briarcliff, Salmon Queen, Gardenia Supreme, Christmas Cheer, Coral Bells, etc.
Regular price, \$400.00 per 1000. Special, \$250.00 per 1000.

It's all good quality merchandise. Excellent root system. F.O.B. Foley, Ala. First come, first served.

Mail check or money order with order to
SOUTHERN BULB FARMS, INC.
Box 453 Ridgewood, N. J.

HEAVY FIELD-GROWN LINERS

1-yr., 4 to 6 ins. and 6 to 9 ins., in the following varieties:
Double Hino, Fedora, Good Times, Herbert, Hino-degiri, Hino-Crimson, H. H. Hume, Lorna, Louise Gable, Othello, Rosebud, Snow, Wil. Vuyk and Yodogawa.

First-class stock for field planting.
Hino-degiri and Snow, \$35.00 per 100.
All other varieties, \$45.00 per 100.

FLATTED SPRING LINERS
Now flatted in large flats of 50 plants each, growing on for May 1 delivery.

Double Hino, Elizabeth Gable, Fedora, Hino-Crimson, Lorna, Louise Gable, Mary Ann, Mrs. L. C. Fischer, Mrs. Addy Wery, Othello, Purple Splendor, Rosebud, Rose Greeley, Snow, Wil. Vuyk.

All, \$25.00 per 100. Ask for our new list.
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Our plants are grown in the open field, single rows, sheared, compact plants.

100 rate
6 to 8 ins., B&B\$0.75
8 to 10 ins., B&B90
10 to 12 ins., B&B 1.15
12 to 15 ins., B&B 1.40
15 to 18 ins., B&B 1.90

Hino-degiri, in quantity; smaller lots of Snow, Coral Bells, sherwoodi, Indica alba and Glendale in larger sizes. 18 to 24 ins., B&B, \$2.50.

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ATLANTA DELAWARE VAL-
CORAL BELLS LEY WHITE
FLAME FEDORA
HERBERT J. T. LOVETT
INDICA MAGNIFICA PINK PEARL
ROSEBUD SNOW
CARMEN

FLAT-GROWN

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\$14.00 per 100, \$125.00 per 1000.
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AND LANDSCAPE PLANTING
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2 to 8 ft., leading varieties. Indicas, Kurume, Macranthas. Make offer.
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Virginia field-grown Kurume Azaleas. Thousands to offer. Size range 4 to 6 to 15 to 18.
Davis Pine Point Nursery, Wachapreague, Va.

AZALEAS

Thousands of fine quality, field-grown Azaleas, ready for spring delivery. Dense, bushy, heavily budded plants of all sizes up to 3 ft. 200 varieties of kurume, Glenn Dale, Gable, Kaempfer and many others. Extra nice plants priced right. Write for our trade list or visit our nursery.

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Phone Valley 5-3824

NEW! NEW! NEW!!!

GABLE'S LATEST AND BEST AZALEA STEWARTSTOWNIAN

Dwarf Kurume habit, dark red foliage, deep red flowers, hose-in-hose. Completely hardy.

A limited quantity of spring liners will be available for May 1 delivery.

\$50.00 per 100. Ask for our new list.
JAMES S. WELLS NURSERY
P. O. Box 141 Red Bank, N. J.

AZALEAS, 2-YR. BEDDED STOCK
Knaphill, hybrids, s.\$20.00
Mollis, hybrids, s. 20.00

3-YR. BEDDED STOCK
Knaphill, some budded 35.00
Mollis, some budded 35.00

MAHLSTEDE BROS.
5323-5351 Wilson Mills Rd. Cleveland 24, O.

KURUMES, GLENN DALES, ETC.

Thousands of beautiful Hino-Crimson and other evergreen Azaleas. Dense, bushy, well-budded, for landscape planting and forcing. Order now before we are sold out.

THE TANKARD NURSERIES, Exmore, Va.

Surplus Stock
can be easily and quickly turned into
Cash
by listing it in the
American Nurseryman Classified Ads

BARBERIES

RED-LEAVED BARBERRY

(Atropurpurea) 2-yr. seedlings

Per 100 Per 1000
Lining-out\$ 4.50 \$ 40.00
9 to 12 ins., branched 9.00 80.00
12 to 18 ins., branched 12.00 110.00
18 to 24 ins., branched 16.00 140.00

RED-LEAVED BARBERRY

(Atropurpurea) 4-yr. transplants.

Heavy stock. Per 100 Per 1000
9 to 12 ins.\$24.00 \$200.00
12 to 18 ins. 28.00 240.00
18 to 24 ins. 32.00 280.00
2 to 2 1/2 ft. 35.00 320.00

GREEN BARBERRY

(Thunbergii) 4-yr. transplants.

Heavy stock. Per 100 Per 1000
9 to 12 ins.\$20.00 \$160.00
12 to 18 ins. 24.00 200.00
18 to 24 ins. 28.00 240.00

Our red Barberrry is one of the finest strains in the U. S. A.

DANEGGER'S HI-WAY NURSERY, INC.
Box 336 Milford, Del.

RED-LEAVED BARBERRY

2-yr. seedlings.

Write for price quotations.

PAUL J. SQUARE

120 Fairport Nursery Rd.

Painesville, O.

RED-LEAVED BARBERRY

Berberis thunbergii atropurpurea.

Heavily rooted transplants.

9 to 12 ins., 20c.
12 to 18 ins., 25c.
18 to 24 ins., 30c.

THE COOK PLACE

Dock Rd. Madison, O.

MENTOR BARBERRY

Heavy transplants 10 100 1000
15 to 18 ins.\$5.00 \$45.00 \$400.00
18 to 24 ins. 6.00 55.00 500.00
2 to 2 1/2 ft. 7.00 65.00 600.00
2 1/2 to 3 ft. 8.50 80.00

WILLIS NURSERY CO., OTTAWA, KAN.

Julianae Barberrry, hardy evergreen; root-

ed cuttings, in soil since July, 1957, 9c.

Mentor Barberrry, rooted cuttings, beauti-

ful roots, in soil since July, 1957, 7c.

Please see complete list on page 91.

Templeton, Phytotektor, Winchester, Tenn.

BERRY PLANTS

WHOLESALE BULK STRAWBERRY PLANTS

F.O.B. Bristol, Ind.

If you have your own cold storage facilities, our bulk price list will interest you. For large quantity quotation, please write.

JUNE BEARING

Per 1000

*Blakemore\$ 9.50

*Dunlap 9.50

*Robinson 10.00

*Bellmar 10.00

British Sovereign 12.00

*Catskill 12.00

*Pocahontas 12.00

*Premier 12.00

*Sparkle (trade-mark) 12.00

*Tennessee Beauty 12.00

*Armore 12.00

*Empire 12.00

Parish Perfect (plant pat. No. 1442) 12.00

*Vermilion 12.00

Crimson Flash 14.00

Streamliner 22.00

Wisconsin 214 14.00

*Jumbo (trade-mark) 20.00

EVERBEARING

*Gem 20.00

Superfection 20.00

*Paymaster (trade-mark) 14.00

Twentieth Century 28.00

Red Rich (plant pat. No. 993) 78.00

Established retail prices on Red Rich: 12

plants, \$2.95; 25 plants, \$5.00; 50 plants,

\$8.50; 100 plants, \$15.00; 250 plants, \$32.50;

500 plants, \$62.50; 1000 plants, \$120.00.

*Grown from virus-free planting stock.

JUDSON NURSERIES, INC.

Phone 1-2945 Bristol, Ind.

RED RASPBERRIES

No. 1 No. 1

suckers transpl.

Per 100 Per 1000

Latham, Newburgh, Taylor\$55.00 \$65.00

Indian Summer, Durham,

Milton, Wilanette 60.00 70.00

Chief, Sunrise, St. Regis 50.00 60.00

September, Amber Yellow 70.00 80.00

BLACK RASPBERRIES

Cumberland, Bristol No. 1 tips, \$45.00 per 1000

PURPLE RASPBERRIES

Sodus, No. 1 tips\$ 50.00

No. 1 transplants 100.00

Stock can be shipped any time during winter or early spring. List of other offerings upon request.

CONGDON'S WHOLESALE NURSERY

North Collins, N. Y.

TENNESSEE CERTIFIED

VIRUS-FREE STRAWBERRY PLANTS

*Blakemore, Dunlap, Klondike, Robinson,

\$7.50 per 1000. *Premier, Tennessee Beauty,

Pocahontas, \$10.00 per 1000. *Armore, Tenn.

Shipper, Tenn. Supreme, \$9.00 per 1000, 20th

Century Everbearing, \$18.00 per 1000, Stream-

liner, Superfection, \$15.00 per 1000. Gem,

\$12.00 per 1000, 5 per cent discount for cash

with order. Plants marked (*) virus-free.

SNOWHILL STRAWBERRY NURSERY

Ooltewah, Tenn.

Phone Chattanooga, Fillmore 4-6732.

NEW MIDNITE BLACKBERRY

Introduced fall 1957. Fine, large berry,

heavy fruiting.

Send for complete descriptive circular.

Per 100 Per 1000

1-yr., No. 1 plants\$12.50 \$100.00

2-yr., No. 1 plants 17.50 150.00

*LOWDEN, another Blackberry of Eldorado

type, from Canada.

1-yr., No. 1 plants\$ 9.50 \$ 85.00

2-yr., No. 1 plants 12.50 100.00

SCARFF'S NURSERY, INC.

New Carlisle, O.

ROYAL SEEDLESS BLUE GRAPE

Highest quality Grape in existence. Nearly

as large as Concord, but much sweeter,

hardier and heavier bearing. Just as vigor-

ous and healthy. Ripens with Moore's

Early, 15 years under test. As hardy as

Beta, 2-yr. No. 1, 3 for \$6.00 cash. Plants

that die replaced free if reported by August 1.

SCHWAB FRUIT FARM & NURSERY

229 N. 5th St. Mankato, Minn.

BERRY PLANTS

Red Raspberries, black Raspberries, Grapes,

Asparagus, Rubus, Blueberries, Gooseber-

ries and Horsesradish. See our priced ad on

page 101.

KRIEGER'S WHOLESALE NURSERY

Bridgman, Mich.

STRAWBERRY AND RASPBERRY PLANTS

The latest and best in small fruits, including Blaze, Merrimack, Empire, Surecrop, Earlclaw and 40 other varieties.
Durham and September Everbearing Red Raspberries, Latham (mid-season), Gatineau and Madawaska (very early).
Write for free catalog and wholesale price list.

WALTER K. MORSS & SON
Bradford, Mass.

EVERBEARING STRAWBERRY PLANTS

Hardy, well-rooted, northern-grown plants; irrigated, true to name and free of disease. Gem, \$12.00 per 1000; 5000 up, \$11.00. Superfection, \$13.00 per 1000; 5000 up, \$12.00. Streamliner, \$16.00 per 1000; 5000 up, \$15.00.

Formerly Davis Plant Farm, Hamilton, Ont.
PLEASANT VIEW NURSERY, Victor, Mont.

SCHWAB GOOSEBERRIES, large as Plums.

New seedling (world's largest Gooseberry). Berries often 1 1/2-in. in dia.; highest quality, hardy, very productive, very sweet, 1-yr., heavy, \$4.50 per 10; 2-yr., light, \$6.00 per 10; bearing size, \$7.50 per 10. 8 per cent discount for cash or free baling. Plants that die replaced at half price.

SCHWAB FRUIT FARM & NURSERY
229 N. 5th St. Mankato, Minn.

Strawberries, Senator Dunlap, Giant Robinson and Premier, \$12.00 per 1000. Raspberries, Latham, redbud, Solus, purple, \$12.00 per 100. All orders filled with freshly dug stock, packed in moss. You will never buy better plants. Send your order now, shipment will be made at proper planting time. 50 years of growing good plants. Lake View Fruit Farm, R. 5, Coldwater, Mich.

Strawberry plants, double inspected, northern-grown: Dunlap, Blakemore, Giant Robinson, Premier, Armore, 1000, \$7.50; 5000 up, \$7.00 per 1000. Giant Gem, Streamliner, Superfection everbearing, 1000, \$15.00; 5000 up, \$14.00 per 1000. These are young, healthy, moss-packed plants, grown from virus-free stock. Guaranteed to reach you in good growing condition. Iowa Nursery, Farmington, Ia.

STRAWBERRY AND RASPBERRY PLANTS

Everbearing Superfection, \$12.00 per 1000; Streamliner, \$15.00. One crop: Robinson, Dorsett, Marshall, Northwest and Lassen, \$12.00 per 1000. Raspberry plants, Latham and Newburg, \$60.00 per 1000. All large, healthy plants, true to name.

McNEAL BERRY NURSERY
Hamilton, Mont.

CALIFORNIA CERTIFIED SHASTA STRAWBERRY PLANTS

Freshly dug, northern-grown, dormant plants. May be shipped at any time needed. Quantity rates available. Write for further information.

WHEELER'S NURSERY
P. O. Box 459 Los Molinos, Calif.

BLUEBERRIES 10 100
3-yr., 12 to 13 ins. \$5.50 \$45.00
4-yr., 18 to 24 ins. 7.00 60.00
Stanley, Atlantic, Jersey, Pemberton, Burlington, Bluegray.

WAYNESBORO NURSERIES

Waynesboro, Va.

9,500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

BULBS AND TUBERS

TUBEROUS BEGONIAS
Giant double flowering CAMELLIA TYPE,
8 colors. 100 1000

1 1/4 to 1 1/2-in. \$ 5.50 \$ 45.00
1 1/2 to 2-in. 8.50 75.00
2 to 2 1/2-in. 13.50 125.00
Minimum order \$5.00.

FIMBRIATA (Carnation type), double flowering, 6 colors.

1 1/4 to 1 1/2-in. \$ 7.50 \$ 60.00
1 1/2 to 2-in. 11.50 100.00
2-in. and up 15.00 140.00
Minimum order \$5.00.

LOUIS DANK

1170 Broadway New York 1, N. Y.

FANCY-LEAVED CALADIUMS
The finest of commercial named varieties.
Over 75 varieties absolutely free from disease, fully upgraded.

Per 100 Per 1000
No. 3, 3/4 to 1-in. \$ 7.00 \$ 60.00
No. 2, 1 to 1 1/2-in. 12.00 120.00
No. 1, 1 1/4 to 2 1/2-in. 18.00 160.00
Jumbo, 2 1/2 to 3 1/2-in. 25.00 230.00
Mammoth, 3-in. up 37.00 350.00
Minimum order \$5.00.

LOUIS DANK

1170 Broadway New York 1, N. Y.

GLOXINIAS

The best commercial varieties.
Per 100 Per 1000

1 1/4 to 1 1/2-in. \$ 7.50 \$ 65.00
1 1/2 to 2-in. 14.00 130.00
2 to 2 1/2-in. 22.00 195.00
Mammoth, 2 1/2-in. up 30.00 275.00
Minimum order \$5.00.

LOUIS DANK

1170 Broadway New York 1, N. Y.

BUXUS

BUXUS SEMPERVIRENS
Lining-out stock Each 100 1000
Rooted cuttings, 2 to 6 ins. \$0.05 \$0.04.8
Red-grown, 2-yr., 6 to 8 ins.10 .09 1/2
Red-grown, 2-yr., 8 to 10 ins.15 .14 1/2
Free packing for cash with order.

ABBOTT NURSERY
641 E. 2nd N St. Morristown, Tenn.

BUXUS SEMPERVIRENS
10, 12 and 14 ins.
\$10.00 per 100, \$30.00 per 1000.
SPRING ACRES NURSERY
Morris, Ga.

CAMELLIAS

SURPLUS, THOUSANDS OF CAMELLIAS
2 to 8 ft., best standard and rare varieties,
including grafts. Make offer.
SILVER BAY NURSERIES, Daphne, Ala.

CHRYSANTHEMUMS

HARDY GARDEN CHRYSANTHEMUMS
Let us help you raise your Hardy Garden Chrysanthemums under contract. Our acreage of light, rich, sandy loam, overlooking the shores of Lake Erie, is ideal for the growth of extra heavy field clumps. You have a choice of several hundred varieties to select from. All plants are treated for certification of shipment anywhere in the country.

W. S. YOE NURSERIES
Lake St. Madison, O.

CHRYSANTHEMUMS

Hardy field-grown clumps with all the runners intact, \$10.00 per 100, \$30.00 per 1000. Available after April 1. F.O.B. Zeeland, Mich. 60 varieties to choose from in the cushion and also taller growing varieties. Ask for new list.

WALTERS GARDENS
Route 2 Zeeland, Mich.

FLORETUM COLORFUL GARDEN MUMS

Bred for early blooming, frost tolerance, winter hardiness. Ask for trade list.

PRAIRIE SOUTHWEST FLORETUM
Fall River, Kan.

GARDEN MUMS, ROOTED CUTTINGS

1958 list now ready. Many new varieties.
FAIRVIEW NURSERY, COON RAPIDS, IA.

DOGWOODS

PINK-FLOWERING DOGWOOD
(Cornus florida rubra)
AMERICA'S FAVORITE
FLOWERING TREE.

Each 10 100 1000

3-YEAR
2 to 3 ft., bare-root \$2.00 \$1.75 \$1.50
3 to 4 ft., bare-root 2.50 2.00 1.75
4 to 5 ft., bare-root 3.50 3.00 2.75
5 to 6 ft., bare-root 4.50 4.00 3.75
Budded on transplanted seedlings.

Heavy, fibrous root system.

Sturdy caliper.

Heavily branched.

Properly grown.

Liberal grading.

50 or more at 100 rate.

300 or more at 1000 rate.

NAUGHER'S packing is free when cash, check or money order accompanies order.

You'll like NAUGHER'S quality!

NAUGHER

NURSERY
Chase, Alabama

WHITE-FLOWERING DOGWOOD

Nursery-grown transplants.

Heavy caliper, well-branched. Each

3 to 4 ft., bare-root \$1.50

3 to 4 ft., B&B. 1.95

4 to 5 ft., bare-root 2.00

4 to 5 ft., B&B. 2.25

5 to 6 ft., B&B. 3.25

6 to 7 ft., B&B. 4.50

7 to 8 ft., B&B. 6.00

8 to 9 ft., B&B. 8.00

We really have the buds this year.

Supply limited. Phone 395.

WHERRY'S NURSERIES, St. Marys, W. Va.

DOGWOOD SPECIAL

CORNUS FLORIDA RUBRA 1-yr.

100 200 500

24 to 30 ins. \$0.95 \$0.90 \$0.85

18 to 24 ins.85 .80 .75

Cornus Florida Rubra, dormant bud liners,

\$20.00, 100 to 500, 17 1/2¢ each. Super red

dormant bud liners, \$35.00 per 100.

CHOCOLA NURSERY, Winchester, Tenn.

Field-grown Dogwood liners 100 1000

Pink Dogwood, dormant buds \$20 \$175

Double white flower'g, dormant buds 30 250

The latest Dogwood (Super Red) ... 35 ...

White Dogwood, seedlings, 4 to 6 ins.,

\$15.00 per 1000; 6 to 12 ins., \$25.00; 12 to

18 ins., \$40.00. Quality stock. Write for

price list. Wayne's Ornamental Nursery,

P. O. Box 120, Winchester, Tenn.

DOGWOOD SCIONS

Cornus florida rubra, good brilliant pink

for grafting, 6¢.

DUGAN NURSERIES, INC.

Center St.

Perry, O.

8 AND 6-YR. CORNUS FLORIDA

Heavy branched Each 10 100
4 to 5 ft., bare-root \$2.50 \$2.00
5 to 6 ft., bare-root 3.50 3.00
6 to 8 ft., bare-root 4.00 3.50
EGYPTIAN NURSERY & LANDSCAPE CO.
Farina, Ill.

If you don't find it listed here
try a Want Ad in the next issue
of the American Nurseryman.

EVERGREENS, Liners

POTTED AND FIELD LINERS
Per 100 Per 1000

Taxus media Adams

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. \$18.00 \$170.00

2-yr., 2 1/4-in. rose pots, 4 to 6 ins. 24.00 220.00

3-yr., TT, 8 to 12 ins. 35.00 325.00

Taxus media andersoni

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

Taxus media browni

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 20.00 180.00

2-yr., 2 1/4-in. rose pots, 4 to 6 ins. 25.00 230.00

3-yr., TT, 8 to 12 ins. 18.00 170.00

2-yr., 2 1/4-in. rose pots, 4 to 6 ins. 24.00 220.00

3-yr., TT, 8 to 12 ins. 20.00 180.00

2-yr., 2 1/4-in. rose pots, 4 to 6 ins. 25.00 230.00

3-yr., TT, 8 to 12 ins. 27.50 250.00

3-yr., TT, 8 to 12 ins. 35.00 325.00

Taxus media halloran

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 20.00 180.00

2-yr., TT, 8 to 12 ins. 35.00 325.00

Taxus media hatfield

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

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1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

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3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in. rose pots, 4 to 6 ins. 18.00 170.00

2-yr., TT, 8 to 12 ins. 20.00 180.00

3-yr., TT, 8 to 12 ins. 25.00 230.00

1-yr., 2 1/4-in

EVERGREENS, Liners—Continued

EVERGREEN LINERS AND CUTTINGS
POT-GROWN STOCK

Stock from 2 1/2-in. pots	Each	100	1000
Arborvitae, American, dark green.			
1-yr., 6 to 7 ins.	\$.26	\$0.24	
Arborvitae, pyramidalis, 1-yr.			
6 to 7 ins.	.26	.24	
2-yr., 6 to 9 ins.	.30	.28	
Juniperus pfitzeriana, Armstrong's.			
1-yr., 5 to 8 ins.	.26	.24	
Juniperus chinensis pfitzeriana.			
1-yr. pots, 6 to 7 ins.	.26	.24	
2-yr. pots, 6 to 9 ins.	.30	.28	
Juniperus glauca hetzi, 1-yr.			
6 to 7 ins.	.26	.24	
Taxus hickii, 2-yr., 6 to 8 ins.	.30	.28	
Taxus andersoni, 2-yr., 6 to 8 ins.	.30	.28	
Taxus cuspidata, 2-yr., 6 to 8 ins.	.30	.28	
Taxus media compacta, spreading.			
2-yr., 6 to 8 ins.	.30	.28	
Euonymus alatus compactus.			
1-yr., 8 to 7 ins.	.20	.18	
Korean Boxwood, 1-yr., 3 ins.	.22	.20	
Buxus sempervirens, 1-yr.			
3 to 4 ins.	.20	.18	

HEAVY ROOTED CUTTINGS	From flats, growing outside in lath house.
Boxwood, Korean, hardy, 3 ins.	\$.09 \$0.08
Euonymus alatus compactus, 5 ins.	.09 .08
Juniperus glauca hetzi, 6 ins.	.13 .12
Arborvitae, pyramidalis.	
5 to 6 ins.	.13 .12
Taxus hickii, 5 to 8 ins.	.13 .12
Taxus intermedia, 5 to 8 ins.	.13 .12
Taxus cuspidata, 5 to 6 ins.	.13 .12
Taxus andersoni, 5 to 6 ins.	.13 .12
Taxus media, 5 to 6 ins.	.13 .12
Taxus hatfieldi, 4 to 5 ins.	.13 .12
Taxus browni, 4 to 5 ins.	.13 .12

TERMS: Packing and boxing free, 3 per cent discount for cash with order.
250 plants of each variety at 1000 rate,
MIAMI NURSERY CO.,
Tipp City, O.

EVERGREENS ROOTED CUTTINGS	100	1000
Arborvitae woodwardi	\$.09	\$0.08
Arborvitae pyramidalis, 6 to 8 ins.	.10	.09
Andorra Juniper, 4 to 6 ins.	.11	.10
Pfitzer Juniper, 4 to 8 ins.	.11	.10
Hetz Juniper, 4 to 8 ins.	.11	.10
Taxus andersoni, 6 to 8 ins.	.10	.09
Taxus browni	.12	.11
Taxus capitata (leaders), 6 to 8.	.14	.12
Taxus cuspidata, 6 to 8 ins.	.09	.08
Taxus hickii, 6 to 8 ins.	.09	.08
1-YR. TRANSPLANTS		
Arborvitae woodwardi, 6 to 8 ins.	.20	.18
Taxus cuspidata, 6 to 8 ins.	.20	.18
Taxus hickii, 6 to 8 ins.	.20	.18
2-YR. TRANSPLANTS		
Arborvitae woodwardi, 8 to 10 ins.	.27	.25
Taxus cuspidata, 8 to 10 ins.	.32	.30
Taxus hickii, 8 to 10 ins.	.32	.30
Taxus capitata (leaders), 8 to 12.	.36	.34
3-YR. TRANSPLANTS		
Taxus capitata (leaders), 10 to 14.	.45	.40
Andorra Juniper, 10 to 14 ins.	.35	.30

GRAFTS	Per 10	Per 100
Juniperus canaerti	\$.65	\$6.60
Juniperus buxifolia	.65	.60
Juniperus keteleeri	.65	.60
Juniper, Spartan	.80	.75
Koster Spruce	1.25	each
SHRUBS		
Euonymus alatus, 15 to 18 ins.	.30	each
Euonymus yedoensis, 3 to 4 ft.	.30	each
50 of a variety at 1000 rate.		
300 of a variety at 1000 rate.		

DRAKE'S NURSERIES
G-4342 Branch Rd. Flint 6, Mich.

EVERGREENS	100	1000
Scotch Pine, 2-yr., 4 to 8 ins.	\$.75	\$20.00
Scotch Pine, 3-yr., 6 to 12 ins.	3.00	30.00
Scotch Pine, 2-2, 10 to 12 ins.	12.00	65.00
Austrian Pine, 2-yr., 3 to 6 ins.	3.50	20.00
Austrian Pine, 3-yr., 6 to 12 ins.	6.00	30.00
American Red Pine.		
2-yr., 2 to 4 ins.	15.00	
3-yr., 2 to 12 ins.	5.00	25.00
Norway Spruce, 2-yr., 3 to 5 ins.	2.50	20.00
Norway Spruce, 3-yr., 6 to 12 ins.	7.00	35.00
Colorado Blue Spruce.		
2-yr., 2 to 4 ins.	3.50	20.00
3-yr., 5 to 10 ins.	7.50	40.00
Douglas Fir, 3-yr., 4 to 8 ins.	6.00	30.00

Write for complete price list and planting information.
CHAPMAN'S NURSERY
553 Church St. Indiana, Pa.

ROOTED CUTTINGS	Per 1000
Biota, aurea nana, 3 to 4 ins.	\$.80.00
Biota, bonita, 3 to 4 ins.	.80.00
Biota, bakeri compacta, 3 to 4 ins.	.70.00

1-YR. 2 1/2-IN. POTS	Per 100
Biota, aurea nana	\$20.00
Globe Arborvitae	16.00
Juniper, Hetz glauca	16.00
Hetz rotundifolia	16.00

2-YR. TWICE TRANSPLANTS	Open field, close in rows.
Pfitzer Juniper, 6 to 9 ins.	22.50
Hetz Juniper, 8 to 10 ins.	20.00
Biota, Berckmans', 9 to 12 ins.	27.50
Biota, Baker, 10 to 12 ins.	25.00

JOHNSON'S NURSERY, BAXTER, TENN.

EVERGREENS
ROOTED CUTTINGS

Arborvitae, American	100	1000
6 to 8 ins.	\$.90	\$50.00
Arborvitae, elegantissima.		
5 to 6 ins.	10.00	
Arborvitae, globe, 5 to 6 ins.	10.00	90.00
Arborvitae, pyramidal.		
5 to 6 ins.	9.00	80.00
Juniperus (Andorra) plumosa.		
4 to 5 ins.	9.00	80.00
Juniperus glauca hetzi.		
5 to 8 ins.	10.00	90.00
Juniperus communis sibirica.		
(Irish), 5 to 6 ins.	10.00	90.00
Pieris Japonica, 4 to 5 ins.	11.00	
Taxus browni, 4 to 6 ins.	10.00	90.00
Taxus brevifolia, 5 to 6 ins.	12.00	
Taxus cuspidata, 6 to 8 ins.	9.00	80.00
Taxus hatfieldi, 6 to 8 ins.	12.00	110.00
Taxus hickii, 6 to 8 ins.	11.00	100.00
Taxus intermedia, 6 to 8 ins.	11.00	100.00
Taxus pyramidalis, 6 to 8 ins.	12.00	
Taxus repandens, 5 to 6 ins.	12.00	
Taxus wardi, 4 to 6 ins.	12.00	
Taxus wymanii, 5 to 6 ins.	12.00	

3-YR. TRANSPLANTS

Arborvitae, American, 12 to 15 ins.	Each, 100
Juniperus glauca hetzi, 12 to 15 ins.	\$.45
Retinosporas, 18 to 21 ins.	.35
Taxus cuspidata, 12 to 15 ins.	.45

TERMS: Orders under \$100.00, cash with order, please. Orders over \$100.00, one-half deposit with order.

NEIDEL'S NURSERY & GREENHOUSE

Mtd. Rt. 4, Hassan Heights
Oil City, Pa.

EVERGREEN LINERS

BERCKMANS' BIOTA AUREA	Each, 100	1000
NANA		
Field-grown, 2-yr.	\$.35	\$0.30
2-in. pots, 1-yr.	.21	.18 1/2
(Pots delivery, May 1.)		
ARMSTRONG PFTZER JUNIPER		
2-in. pots, 1-yr.	.21	.18 1/2
2-in. pots, 2-yr.	.25	.22 1/2
Field-grown, 2-yr.	.45	.40
HETZ GLAUCA JUNIPER		
2 1/2-in. pots, 1-yr.	.21	.18 1/2
HURK JUNIPER		
2 1/2-in. pots, 1-yr.	.22 1/2	.20
TAXUS ANDERSONI		
2 1/2-in. pots, 1-yr.	.20	.17 1/2
TAXUS COLIMNARIS		
2 1/2-in. pots, 1-yr.	.20	.17 1/2
TAXUS CUSPIDATA		
2 1/2-in. pots, 1-yr.	.20	.17 1/2
TAXUS HICKII		
2 1/2-in. pots, 1-yr.	.20	.17 1/2
TAXUS MEDIA		
2 1/2-in. pots, 1-yr.	.20	.17 1/2

TERMS: Cash with order. Free packing.

300 plants of a variety at 1000 rate.

50 plants of a variety at 100 rate.

VOGE NURSERY
New Lebanon, O.

EVERGREEN LINERS

We list here a few of our high-quality transplanted liners. Try them, they'll make you money.	
Arborvitae, Berckmans', 6 to 8 ins.	\$.15
Arborvitae, Baker's, 6 to 8 ins.	.12
8 to 12 ins.	.15
Junipers, Pfitzer, 2-yr., 8 to 12 ins.	.15
Pfitzer compacta, 6 to 12 ins.	.12
Field-grown	.10
Greek, 6 to 8 ins. field-grown	.10
Irish fastigiata, 6 to 12 ins.	.10
field-grown	.10
Hetz glauca, 6 to 12 ins. field-grown	.12
Andorra, 6 to 12 ins. field-grown	.10
Hetz bullata convexa, 6 to 8 ins.	.10
Hetz rotundifolia, 6 to 8 ins.	.10
Hetz rotundifolia, 8 to 12 ins.	.12
Ligustrum compactum, 8 to 12 ins.	.11
12 to 15 ins.	.13
Nandina, 2 1/2-in. pots, 4 to 6 ins.	.10
Cherry Laurel, 12 to 18 ins. tr.	.07

We have some of the very finest B&B grades in broad-leaved and conifers.

COOK-MONROE NURSERIES

Crossville, Ala.

EVERGREEN SEEDLINGS

Colorado Blue Spruce.	100	1000
2-0, 2 to 4 ins.	\$.40	\$25.00
3-0, 3 to 6 ins.	6.00	30.00
3-0, 4 to 8 ins.	9.00	45.00
Scotch Pine (non-yellowing)		
2-0, 2 to 6 ins.	7.00	35.00
2-0, 5 to 10 ins.	9.00	45.00
Concolor Fir, 2-0, 3 to 6 ins.	10.00	50.00
Douglas Fir, 2-0, 4 to 6 ins.	7.00	35.00
Douglas Fir, 3-0, 5 to 10 ins.	10.00	
Japanese Fir, 2-0, 5 to 12 ins.	20.00	
Am. Arborvitae, 3-0, 6 to 14 ins.	5.00	40.00

NEUNER'S NURSERY

368 Eicher Rd. Pittsburgh 2, Pa.

CANADA HEMLOCK

Collected seedlings.

Per 100	Per 1000
6 to 9-in. seedlings	\$.50 \$30.00
9 to 12-in. seedlings	8.00 70.00
12 to 18-in. seedlings	15.00 120.00
18 to 24-in. seedlings	30.00

These are first-quality, collected Hemlocks, carefully dug and packed in sphagnum moss in ventilated boxes.

Send for complete list of hardy native Ferns, wild flowers, trees, shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

HEAVY ROOTED CUTTINGS

Per 100 Per 1000

Arborvitae, American, dark green; 6 to 10 ins.	\$.10	\$0.09
Arborvitae, pyramidal.		
6 to 10 ins.	.10	.09
Arborvitae, globe, 4 to 8 ins.	.10	.08
Juniperus hetzi glauca.		
6 to 10 ins.	.10	.08
Juniper, Pfitzer, 6 to 10 ins.	.11	.09
Juniper, Savin, 6 to 10 ins.	.10	.08
Juniper, Von Ehron, 6 to 10 ins.	.11	.09
Juniper, Andorra, 6 to 10 ins.	.11	.09
Taxus cuspidata, 6 to 10 ins.	.11	.09
Taxus hickii, 6 to 10 ins.	.11	.10
Taxus hunnewelliana.		
6 to 10 ins.	.13	.12
Taxus capitata, 6 to 8 ins.	.13	.12

2-YR. TRANSPLANTS

Juniper, Pfitzer	Per 100
Juniperus hetzi glauca	\$.30.25
Juniper, Andorra	.25
250 at 1000 rate. Spring delivery.	

2 per cent discount, cash with order.

DE WINTER'S NURSERY

653 Port Sheldon Rd.
Grandville, Mich.

EVERGREEN LINERS.

Well established grafts out of 2 1/2-in. rose pots.

Cupressus arizonica gaei	
Cupressus arizonica Greenwood	
Libocedrus decurrens	
Biota orientalis conspicua	
Juniperus chinensis Blue Columnar	
Juniperus scopulorum Blue Haven	
Juniperus scopulorum erecta viridis	
Juniperus scopulorum kenyonii (Dewdrop)	
Juniperus scopulorum Pathfinder	
Juniperus scopulorum welchii	
Juniperus keteleeri	
Juniperus virginiana canaerti	
Juniperus virginiana Dundee	
Juniperus virginiana Hydrum Green	
Juniperus squamata meyeri	

30 years' experience in evergreen grafting.

All grafts on well-established root stocks, hardened off for field or container planting.

Delivery March 15.

50c in 1000 quantities.

55c in 100 quantities.

300 at 1000 price.

KENYON'S NURSERY, DOVER, OKLA.

POTTED LINERS

2 1/2-in. pots.

Taxus, Adams, 1-yr.	100	1000
Taxus andersoni, 1-yr.	\$18.00	\$170.00
Taxus andersoni, 2-yr.	18.00	175.00
Taxus browni, 1-yr.	24.00	230.00
Taxus browni, 2-yr.	18.00	170.00
Taxus browni, 2-yr.	24.00	230.00
Taxus capitata, 1-yr.	18.00	170.00
Taxus capitata, 2-yr.	23.00	220.00
Taxus cuspidata, 1-yr.	17.00	160.00
Taxus cuspidata, 2-yr.	22.00	210.00
Taxus cuspidata, 3-yr., T.T.	18.00	170.00
Taxus hickii, 1-yr.	18.00	170.00
Taxus hickii, 2-yr.	23.00	220.00

EVERGREEN SEEDLINGS

Scotch Pine, 2-4, 2-yr.	2.50	12.50
Scotch Pine, 3-6, 2-yr.	4.00	20.00
Scotch Pine, 4-8, 2-yr.	5.00	25.00

TERMS: No charge for packing, 25 per cent with order, balance C.O.D. 250 of a variety at 1000 rate.

HEASLEY BROS. NURSERY

Box 218, R. D. 1 Greensburg, Pa.

EVERGREEN LINERS

Each, in lots of 100 1000

Juniperus excelsa stricta.	\$.07	\$0.06
6 to 8 ins.	.11	.10
10 to 12 ins. transpl.	.22	.20
Juniperus glauca hetzi.		
10 to 12 ins. transpl.	.20	.18
Juniper, Irish, rooted cuttings.	.20	.18
Juniperus pfitzeriana rooted.	.07	.06
Hetz rotundifolia, rooted cuttings.	.04	.03
6 to 8 ins. transpl.	.07	.06
10 to 12 ins. transpl.	.22	.20
Buxus japonica, rooted cuttings.	.04	.03
6 to 8 ins. transpl.	.09	.08
Buxus harlandi, rooted cuttings.	.04	.03
6 to 8 ins. transpl.	.09	.08
Pyraecantha laevis, rooted.	.05	.04
Ligustrum lucidum, rooted.	.03	.02 1/2
10 to 12 ins. transpl.	.09	.08

140 Woodland Dr. Thomasville, Ga.

James W. Lawson, Mgr. Phone Canal 6-4245

QUALITY LINERS

Per 100

Canadian Hemlock, 4 to 8 ins. tr.....	17.50
Colorado Blue Spruce, 4 to 8 ins. tr.....	17.50
Viburnum carlesi, 4 to 12 ins. tr.....	25.00
Enkianthus camp., 8 to 12 ins. tr.....	25.00
French hybrid Lilacs, 4 to 8 ins. tr.....	27.50
American Holly, 6 to 10 ins. tr.....	27.50
Taxus (best varieties), 6 to 8 ins. tr.....	27.50
Rho. hybrids (red seed), 4 to 10 ins. tr.....	50.00
Pink Flg. Dogwood, 10 to 15 ins. tr.....	75.00

ROOTED CUTTINGS

JUNIPERS		ARBORVITAE	
Pfitzer	Chinese, compact	Cholman's	Golden
Blue Pfitzer	Herckmans' Golden	TAXUS	
Golbig Pfitzer	Cuspidata nana	Sabina	Browni
Sabina	Hickal	Sabina tamaricifolia	Ward's media
Sabina tamaricifolia	Ward's media	Andorra	BROADLEAFS
Andorra	Hex glabra	Pyraecantha lalandi	
Pyraecantha lalandi	Top quality, well rooted.		
	\$12.00 per 100, \$100.00 per 1000.		
	Shipment April and May.		
	Cash with order, please.		
LEAVENWORTH NURSERIES		LEAVENWORTH NURSERIES	
12th and Vilas	Leavenworth, Kan.		

EVERGREEN LINERS

Gardenia fortunei		Gardenia stricta nana	
Gardenia radicans		Ligustrum lucidum	
3 to 5 ins., rooted cuttings	\$ 4.00	Per 100 Per 1000	
4 to 6 ins., transplants	8.00	\$ 30.00	
6 to 8 ins., transplants	10.00	80.00	
8 to 12 ins., transplants	12.50	100.00	
Baker arborvitae	Pfitzer Juniper		
Berkman's aurea	Hex bullata		
nana	Hetz Juniper		
Globe arborvitae			
3 to 4 ins., rooted cuttings	\$ 6.00	\$ 50.00	
4 to 6 ins., transplants	8.00	75.00	
6 to 8 ins., transplants	12.50	100.00	
8 to 12 ins., transplants	15.00	125.00	
FLOWERWOOD NURSERY, INC.		FLOWERWOOD NURSERY, INC.	
P. O. Box 185	Cairo, Ga.		
	Phone 2-4021 or write.		

HIGHEST QUALITY EVERGREEN LINERS

Azaleas, Junipers, Pieris, Rhododendrons, Taxus, Thuja, Tausas and others. 100 items, lowest possible cash prices. Seedlings and transplants, from 4c. Rooted cuttings and transplants, from 10c. Generous cash and quantity discounts.

BROOKDALE NURSERY
Brookdale Ave. at Winter St.
R.F.D. 2, Box 114,
Kingston, Mass.
Phone KINGSTON 2857

Member NEW ENGLAND NURSERYMEN'S ASSOCIATION

ROOTED CUTTINGS AND TRANSPLANTS

Strong, true to type, rooted cuttings of the following:

Taxus varieties: Browni, kelseyi, hicksi, femina, wardi, Hill's dwarf pyramidal, dwarf erecta and cuspidata.

Hill's pyramidal and boothii Arborvitae.

These are large cuttings, hormone treated and radiant heat grown, producing an abundance of strong roots.

\$10.00 per 100 plants.
Write for prices of 2 and 3-yr. transplants of the above varieties.

Free packing for cash with order.

ARTLEY'S NURSERY
333 Cherry St.
Montoursville, Pa.

EVERGREEN LINERS		EVERGREEN LINERS	
Taxus andersonii, 2-yr., heavy	Each. 100	1000	
Taxus hicksi, 2-yr., heavy	\$0.30	\$0.27 1/2	
Taxus cuspidata, 2-yr., heavy	.30	.25	
Hex convexa, 2-yr., heavy	.25	.20	
Hex rotundifolia, 2-yr., heavy	.25	.20	
Taxa canadensis, 10 to 15 ins.	.30		

ROOTED CUTTINGS, READY IN MAY.

Taxus browni10 . . .

Taxus andersonii10 . . .

Taxus intermedi10 . . .

Taxus hunnewelliana10 . . .

HERMAN LOSELY AND SON
R. D. 1
Chagrin Falls, O.

JUNIPER GRAFTS
Varieties: Canaerti, keteleeri, burki, glauca, hetzi, Pfitzer and chinensis columnaris, blue. Prices: 45c each, regardless of the number bought.

Terms: 45c cash with order, plus boxing and packing at cost and balance before shipping date, or, all cash with order and boxing and packing free.

WHEN BETTER GRAFTS ARE MADE, CRUME WILL MAKE THEM.
T. C. CRUME NURSERY CO.
Highway No. 42
Florence, Ky.
Phone Atlantic 3-2361

PINE, SPRUCE SEEDLINGS AND LINERS
Scotch Pine, 3-yr., 8 to 14 ins. \$ 6.00 \$35.00
Colo. Blue Spruce, 4-yr.,
6 to 12 ins. 8.00 55.00
Norway Spruce, 3-yr., 6 to 12 ins. 6.00 40.00
Juniperus glauca hetzi, 2-yr.,
6 to 12 ins. 25.00 . . .

Spreading Jap. Yew, 3-yr.,
4 to 8 ins. 30.00 . . .

Write for complete list.

PAINT CREEK NURSERIES
R. D. 1
Shippensburg, Pa.

EVERGREENS
See our Classified ad in this issue under LINING-OUT STOCK.

T. G. OWEN & SON, INC.
Columbus, Miss.

NORTHERN ALABAMA PFITZER JUNIPER LINERS

Heavy roots, sturdy stems, twice sheared tops. 2-yr., 9 to 14 ins., root-pruned, \$27.50 \$250.00 Per 100 Per 1000
400 at 1000 rate, 5 per cent discount for payment with order or 10 days before shipment. We dig plants from field rows and view of pack well just before shipment with view of sending only vigorous plants in good condition.

EVA NURSERIES, EVA, ALA.

BERCKMANS' GOLDEN ARBORVITAE		OUR SPECIALTY	
Sturdy liners, dirt-grown in full sun.		Each, 100	1000
4 to 6 ins.	8c	7 1/2c	
6 to 8 ins.	11c	10c	
8 to 10 ins.	16c	15c	
10 to 12 ins.	22c	20c	

THE BUSH RANCH
140 Woodland Dr.
Thomasville, Ga.
James W. Lawson, Mgr. Phone CA 6-4245

EVERGREEN GRAFTS

ON JUNIPER, virginiana, canaerti, keteleeri, glauca and others. \$50.00 per 100.

KRUMMEL NURSERY
Carthage, Mo.

JUNIPER GRAFTS

Spring 1958 delivery.
VARIETIES: Burki, canaerti, columnaris, blue; Dundee, glauca, keteleeri and various Pfitzers. Virginiana understock used. 45c each. F.O.B. Louisville, Ky. Packing at cost.

HALLENBERG NURSERY
R. 2, Box 119
Anchorage, Ky.

EVERGREEN LINERS AND CUTTINGS

ROOTED CUTTINGS		ROOTED CUTTINGS	
Pfitzer Juniper	10c	Pfitzer Hetz Juniper	10c
2 1/2-IN. POTTED			
Pfitzer Juniper	20c	Pfitzer Hetz Juniper	20c
Pyramidal Arborvitae	20c		

TOWNSEND EVERGREEN NURSERY
S. Walnut St.
Hartford City, Ind.

CANADIAN HEMLOCK, BALSAM FIR.

WHITE SPRUCE

8 to 12 ins., \$40.00 per 1000.
12 to 20 ins., \$50.00 per 1000.

SUNBURY AIRPORT NURSERY
P. O. Box 416
Sunbury, Pa.
Phone Atlantic 6-2671.

SCOTCH PINE
North German low plain.
Good Christmas tree type100 1000
1-yr. seedlings, 3 to 4 ins. \$2.50 \$11.00

3-YR. BLUE LAWSON CYPRRESS
From seed taken in N. E. United States.
2-1, T. 4 to 8 ins., \$3.00 per 10, \$25.00 per 100.
Cash with order, free packing.

CARLSON'S EVERGREENS
Duneland Beach
Michigan City, Ind.

EVERGREENS
Each
200 Greek Juniper, 3 to 4 ft., nice \$2.50
275 Hicks Yew, 3 to 4 ft., heavy 3.25
300 Hicks Yew, liners, 2 yrs. in field, 8 to 14 ins.45

Buyer must dig and haul.
CHANOSKI'S NURSERY
Route 1
Jeannette, Pa.
Phone LA 3-4691

PINE TREE SEEDLINGS
Per 1000
Scotch Pine, 3-yr., 8 to 12 ins. \$35.00
Scotch Pine, 3-yr., 12 to 16 ins. 45.00
Scotch Pine, 2-yr., 4 to 8 ins. 25.00
Austrian Pine, 3-yr., 8 to 12 ins. 35.00
Mugho Pine, 3-yr., 3 to 5 ins. 40.00

KISSINGER'S NURSERY
26 Ridge Ave.
Homer City, Pa.

SPECIAL, SPRING 1958 ONLY
Block to be cleared; row-run.
3-yr. Engelmann Blue 50 100 1000
Spruce, X \$5.00 \$30.00
7-yr. Mugho Pine, XX \$7.50 11.50 95.00

Order early. Limited supply.
PINE MOUNTAIN NURSERIES
Iron Mountain, Mich.

EUONYMUS RADICANS, UPRIGHT
(SARCOXIE)
9 to 12 ins., 25c.

KRUMMEL NURSERY
Carthage, Mo.

CHRISTMAS TREE TRANSPLANTS
Scotch Pine, 4-yr., 12 to 18 ins., 2-2, \$70.00 per 1000. For additional varieties, send for price list.

W. S. YOE NURSERIES
Lake St.
Madison, O.

EVERGREENS, B&B

EVERGREENS, B&B		EVERGREENS, B&B	
		Each, 100	
Berberis julianae	15 to 18 ins.	\$1.50	
18 to 24 ins.		2.00	
Berberis argentea	2 to 2 1/2 ft.	1.50	
2 1/2 to 3 ft.		2.00	
3 to 3 1/2 ft.		2.50	
Viburnum rhytidophyllum	15 to 18 ins.	1.25	
18 to 24 ins.		1.50	
24 to 30 ins.		2.00	
30 to 36 ins.		2.50	
3 to 3 1/2 ft.		2.50	
Laurocerasus officinalis	2 to 2 1/2 ft.	2.25	
2 1/2 to 3 ft.		2.50	
Hex crenata convexa	15 to 18 ins., heavy, field	1.75	
18 to 24 ins., heavy, field		2.25	
24 to 30 ins., heavy, field		3.00	
Hex crenata rotundifolia	2 to 13 ins., heavy, field	1.50	
13 to 24 ins., heavy, field		2.10	
Hex crenata globosa	15 to 18 ins., heavy, field	1.75	
18 to 24 ins., heavy, field		2.25	
Special rates in 1000 lots.			
Trade list includes many others. Ask for it.			
LINDLEY NURSERIES, INC.			
Rox H	Greensboro, N. C.		

JUNIPERS
Canaerti Juniper, sheared, 4 to 5 ft., row-run \$3.75
Canaerti Juniper, not sheared, 6 to 7 ft., Keteleer Juniper, not sheared, 6 to 7 ft., nice 3.50
Keteleer Juniper, sheared, 3 to 4 ft., Pfitzer Juniper, 3 to 4 ft., heavy 3.00
Hetz Juniper, 3 to 4 ft., heavy 3.00
Fastigiata Juniper, 5 to 6 ft., perfect 2.75
Chinese Blue Columnar Juniper, 5 to 6 ft., perfect 3.75

These plants are bargains at these prices. Visit our nurseries and you will find many other bargains.

T. C. CRUME NURSERY & LANDSCAPING CO.
Highway No. 42
Florence, Ky.
12 miles south of Cincinnati, O.
Phone Atlantic 3-2361

EVERGREENS
Surplus stock, all B&B.
Grown from rooted cuttings in heavy rich soil.

Excelsa Arborvitae, 3 to 4 ft. \$1.25
Bonita Arborvitae, 18 to 24 ins. 1.00
Pfitzer Juniper, 18 to 24 ins. 1.25
Pfitzer Juniper, 24 to 30 ins. 1.50
Procumbens Juniper, 18 to 24 ins. 1.00

Junipers have been sheared and are full. Stock to be dug after order received. Prices quoted are F.O.B. our nursery.

WISE ADKISSON & SONS
Box 846
Greenville, Tex.

EVERGREENS, B&B
Each
Hex crenata convexa, 15 to 18 ins. \$2.75
Hex crenata convexa, 18 to 24 ins. 3.25
Hex rotundifolia, 15 to 18 ins. 2.25
Hex rotundifolia, 18 to 24 ins. 2.75
Boxwood, 12 to 15 ins. 1.75
Boxwood, 15 to 18 ins. 2.50
Hick's Yew, 30 to 36 ins. 4.00
Hick's Yew, 36 to 42 ins. 4.75

OAK GROVE NURSERY
J. F. Wuerdeman, Owner
2121 Phelps St.
Ashland, Ky.

PFITZER JUNIPER, B&B
Sheared and good quality
Each, 100
300 18 to 24 ins. \$2.75
300 24 to 30 ins. 3.25
300 30 to 36 ins. 3.75
100 3 to 4 ft. 5.00

YOUNG'S EVERGREEN NURSERY
R. R. 3, Box 308
LaPorte, Ind.

EVERGREENS, B&B
We have several blocks of B&B Evergreens, shade trees, shrubs and flowering Dogwood, which we will sell by the block, in the ground, at REAL BARGAIN PRICES. All nice, sheared material. To avoid delay write, or phone 395 evenings in advance. Ask for our spring list to the trade.

WHERRY'S NURSERIES, ST. Marys, W. Va.
ABIES CONCOLOR (WHITE FIR)
Mono-perma, Pinyon, Colorado Blue Spruce. Native, collected, B&B.
E. O. McCALL
2060 Pierce St.
Denver 15, Colo.

LARGE JUNIPERS
Pfitzer, keteleeri; Dundee, burki, virginiana glauca, canaerti and others. Wholesale or retail.

THE FLOYD NURSERY, LYNDON, KY.

FRUIT AND NUT TREES
Budded and grafted Thomas Black Walnut trees, 2-yr., approximately the following: 30 2 to 3 ft., \$1.00 each; 95 3 to 4 ft., \$1.50 each; 110 4 to 5 ft., \$1.85 each; 100 5 to 6 ft., \$2.10 each; 30 6 to 8 ft., \$2.60 each. Cash with order earns 2 per cent discount; otherwise 25 per cent cash with order and balance before shipment. Packed free.

Harwell Nursery, Van Buren, Ark.

FRUIT and NUT TREES—Continued

FRUIT TREES

PEACH TREES, Dixired, Redhaven, Burbank Elberta, 2 to 3 ft., 30c; 3 to 4 ft., 40c; 4 to 5 ft., 50c each.

APPLES, Jon-a-del, New. Originated in Iowa. A cross between Jonathan and Red Delicious. It has all the good qualities of each of them and is flavored more mild than the Jonathan, and has more acid than the Delicious. It is sure to make a number one commercial apple. 2 to 3 ft., \$1.40; 3 to 4 ft., \$1.65; 4 to 5 ft., \$1.95.

CHERRIES, Large Montmorency, Early Richmond, 11/16 and up, 95c; 9/16 to 11/16, 80c. Good height.

PEARS, Campus Kieffer, 3 to 4 ft., 85c; 4 to 5 ft., 95c; 5 to 6 ft., \$1.05.

DWARF APPLES, Red Jonathan, Red Delicious, Turley Red Stayman, Yellow Delicious, Summer Champion, 2 to 3 ft., \$1.00; 3 ft. and up, whips, \$1.45; 3 ft. and up, branched, \$1.80.

DWARF CHERRIES, Meteor and North Star, 1 to 2 ft., 65c; 2 to 3 ft., 95c.

BENTON COUNTY NURSERY CO.
Rogers, Ark.

PEACH TREES, 1-YR.

4 to 5 ft. 40c each
5 to 6 ft. 50c each
Varieties: Elberta, Early Elberta, Dixigem, Geo. Bell, Early Hiley, Golden Jubilee, Redhaven, Giant Hale, Mayflower and Burbank Elberta.

APPLE TREES, 1-yr., mostly whips
2 to 3 ft. 30c each
3 to 4 ft. 35c each
4 ft. up 45c each

Varieties: Red Delicious, Jonathan, Yellow Transparent, Yellow Delicious, Lodi, Twenty Ounce and Summer Champion.

GRAPE VINES

1-yr.-old No. 1 plants.
20c each, \$15.00 per 100.
Concord, Fredonia, Catawba.

All the above trees and plants are first class in every way. 5 per cent discount for cash with order. Packing free on orders of \$10.00 or more. Shipped by Railway Express or motor freight, collect.

EAST'S NURSERY

P. O. Box 5 Amity, Ark.

PEACH TREES, 1-YEAR-OLD BUDS

Jumbo size, 60c; 5 to 6 ft., 80c;
4 to 5 ft., 45c; 3 to 4 ft., 35c.

Amber Gem, Belle of Georgia, Champion, Cardinal, Coronet, Dixigem, Dixired, Sullivan Early Elberta, Elberta, Fairhaven, Golden Jubilee, Halehaven, Jerseyland, J. H. Hale, July Elberta, July Heath, Indian Cling, Keystone, Late Elberta, Loring, Ranger, Redcap, Redglobe, Redhaven, Redskin, Richhaven, Shippers Late Red, Southland, Sunhaven, Sunhigh, Triagem, White Hale.

PEAR TREES, 1 AND 2-YEAR-OLD

5 to 6 ft., 75c; Jumbo size, 80c;
4 to 5 ft., 60c; 3 to 4 ft., 40c.

Bartlett, Kieffer, Orient, Pineapple, Le Conte.

Write or phone for best prices on assorted SHADE TREES, including thornless Honey Locust, Pin Oak, Sugar Maple, Silver Maple, Chinese Elm, Redbud and Sweet Gum, in many sizes and quantity lots, all nursery grown.

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Tullahoma, Tenn.

30,000 PEACH TREES

Offered in 7/16, 9/16, 11/16 and 1/4-in. cal. following varieties:

Ambergem	Late Elberta
Belle of Georgia	Mayflower
Cardinal	Ranger
Coronet	Red Cap
Dixigem	Red Globe
Dixired	Red Haven
Elberta	Rio Oso Gem
Early Red Fre	Shipper's Red
Golden Jubilee	Slapper
Halehaven	South Haven
J. H. Hale	Summercrest
Indian	Sunhigh
Keystone	Triagem

Send us your want list for special quantity prices. Also ask for complete wholesale catalog offering other fruits and ornamental plant material.

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Waynesboro, Va.

SURPLUS PEACH IN STORAGE

18 to 2 to 7/16 to 9/16 to	
24 ins. 3 ft. 9/16 in. 11/16 in.	
35c 40c 55c 60c	
Halehaven	200 280 45
Golden Jubilee	125 250 58 11
Elberta	325 450 600 150
Henner Hale	175 300 375 175
Diamond King	250 350 450 160
Early Elberta	47 50
Gage Elberta	24 92 75 20
Champion	15 60 40 16

EGYPTIAN NURSERY & LANDSCAPE CO.
Two miles north of Farina on Route 37
Farina, Ill.

CHINESE CHESTNUTS

3 to 4 ft. T. \$9.00 \$30.00
4 to 5 ft. T. 13.00 120.00
Ask for prices on larger quantities, also our complete wholesale price list.

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Waynesboro, Va.

PEACH AND PRUNE TREES

Heavy rooted, well-graded trees from one of the finest blocks of nursery stock.

Stanley Prune, on Myrobalan, in 11/16-in., 9/16-in. and 7/16-in. grades.
Fairhaven, Elberta and Redhaven Peaches, in 9/16-in., 7/16-in. and 5/16-in. grades.

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Write for quotations. All stock subject to prior sale.

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CLARK DWARF APPLE SCIONS			
Per 100	100-300	300-1000	1000
6 to 12 ins.	\$ 9.00	\$ 8.00	\$ 7.50
12 to 18 ins.	18.00	16.00	15.00
18 to 24 ins.	27.00	24.00	22.50

CLARK DWARF APPLE GRAFTS, callused.

Piece-root	\$25.00	\$25.00
Whole-root	30.00	25.00

Roots hardy type seedlings, ready now.
Cash. Prepaid.

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APPLE TREE SURPLUS LIST

3 to 4 ft. 4 to 6 ft.	
Red McIntosh	150 400
Double Red Delicious	200 600
Yellow Delicious	250 ..
H. I. Greening	200 300
Red Jonathan	150 200
Per 100	\$0.50 \$0.60
Per 10045 .55

MARTIN'S NURSERY, Sebastopol, Calif.

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Thomas Black, budded,
7 to 8 ft., \$2.00 each,
8 to 10 ft., \$2.50 each.
In lots of 100 trees, deduct 10c per tree.

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11/16-in., 4-yr. roots, northern-grown in Canada, 90c each from 100 up. Packing at cost.

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Clarksburg, Ont., Canada

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RED RHUBARB

Chipman's Canada Red Rhubarb,
No. 1 divisions, \$25.00 per 100.
50 at 100 rate.

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First-class, freshly cut divisions,
\$25.00 per 100, \$250.00 per 1000.
Inquire for large quantity prices.
Can ship any time.

C. D. WRIGHT, HAMBURG, IA.

CANADA RED RHUBARB

(Chipman's strain.)
MacDonald Red and Victoria.
Good No. 1 divisions.
Spring or Fall delivery.
Wholesale only. Write.
CHAPMAN'S BERRY FARM
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GRAPEVINES

BRONZE SCUPPERNONG Each 100
5000 2-yr., heavy

1000 3-yr., heavy

No charge for packing. Ask for special prices in 1000 lots.

GILMORE PLANT & BULB CO.

Julian, N. C.

Small Ads Do Great Things in the American Nurseryman Classified Section.

GROUND COVERS

GROUND COVERS Per 100

Ajuga genevensis

Ajuga, red-leaved

Vinca minor, variegated

Pachysandras

Euonymus vegetus, 2-yr.

Euonymus vegetus, 3-yr.

Euonymus coloratus, 2-yr.

3-yr.

12 to 15 ins. T.

15 to 18 ins. T.

18 to 24 ins. T.

Euonymus coloratus, 2-yr.

Euonymus coloratus, 3-yr.

Euonymus Berryhill, 2-yr.

Euonymus Berryhill, 10 to 12 ins. T.

Euonymus Berryhill, 12 to 15 ins. T.

Terms: Cash with order, please. No packing charges.

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MYRTLE

Excellent plants from field-grown clumps, shipped in peat moss, \$8.50 per 100, \$80.00 per 1000; pot-grown plants, 3-in. peat pots, \$16.50 per 100, \$150.00 per 1000.

PACHYSANDRAS

1-yr. plants, \$4.50 per 100, \$40.00 per 1000; 2 1/2-in., pot-grown, \$10.50 per 100, \$95.00 per 1000.

All inquiries answered immediately.

All orders shipped promptly.

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Lower Cross Road Greenwich, Conn.
Phone Normandy 1-9212

Hardy Myrtle (Vinca minor), plants with 20 leads or more and good roots, \$5.00 per 100, \$45.00 per 1000. Pachysandras, sand-rooted cuttings, \$40.00 per 1000. English Ivy, sand-rooted cuttings, \$40.00 per 1000. Cash.
Samuel I. Minder, 305 Euclid Ave., Lancaster, Pa.

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HARDY FIELD-GROWN PERENNIALS
Aquilegia, 7 separate colors; Arabis, Asclepias tuberosa, Arisaema, Aubrietia, Campanula, Carnations, Chives, Dianthus, Digitalis, Gaillardia, Geums, Lavender, Liatris, Russel Lupines, Lythrum, Myosotis, Phlox subulata, 15 varieties; Platycodon, Primroses, Pyrethrum, Daisies, Shasta Daisy, Platycodon, Sedum, 10 varieties; Sweet Williams, Thymus, Tritoma, Trollius, Veronica, Violas and Violets.
If you haven't received our list, send for it now. 100 or more good varieties.
All plants freshly dug for each order.
Orders taken now for spring delivery.
Shipping dates after March 15.

GEORGE FRANK & SON

Penfield, N. Y.

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(25 plants at 100 rate.) Per 100

NEW DWARF OREGON-PACIFIC ASTERS

Canterbury Carpet, Canterbury-

blue; height 8 ins. \$20.00

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PLATYCODON grandiflorus, shrub, 15.00

Cash with order. F.O.B. Canby, Ore.

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HARDY PLANTS

TRANSPLANTED, field-grown stock of good size and quality.

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Cornucopia, Wis.

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We grow over 500,000, strong field-grown plants.

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Dept. A-10 Mentor, O.

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Sempervirens, fine 2-yr. plants, \$2.20 per 10, \$20.00 per 100, \$190.00 per 1000.

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HARDY FERNS (DORMANT ROOTS)

\$10.00 per 100, \$75.00 per 1000.

Ostrich, Clayton, Lady and Maidenhair.

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America's best source

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Write for latest price list.

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Iberis sempervirens, hardy white Candy-

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Available in field-grown divisions or clumps.
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We specialize in new and unusual varieties.
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HELLEBORUS NIGER
(Christmas Rose)
3-yr. transplants, blooming size.
Suitable to pot up for sales on roadside
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\$50.00 per 100, \$450.00 per 1000.
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ILEX
Strong, healthy 2 1/2-in. pot-grown, in
sterilized soil. Well established. Satisfaction
guaranteed. Per 100
Ilex cornuta burfordi \$12.50
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HOLLY NAMED VARIETIES
All 1-yr. bed-grown liners of exceptional
quality. Vary heavy root system. Ideal for
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Royal Purple and OHB, \$90.00 per 100.
All other varieties, \$60.00 per 100.
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ILEX, ROOTED CUTTINGS
From our own northern Ohio stock plants.
Aquifolium, female \$12.50 per 100
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Crenata hetzi 9.00 per 100
1-YR. BEDDED STOCK
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Aquifolium, male 25.00 per 100
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Crenata rotundifolia 20.00 per 100
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Grown from trees selected for excellent
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liners that will grow into saleable plants
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2-yr.-old, in 2 1/2-in. rose pots,
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Male plants available at same price.
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Hardy, northern English Hollies growing
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Cuttings, well established in 2 1/2-in. bands
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AMERICAN HOLLY
Hardest of the best named varieties.
4 to 6 ins., 3-in. pots, 42c each, per 100.
8 to 15 ins., 1 gal. planters, \$1.15.
A few larger to 4 ft.

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Named varieties, four years in field.
2 to 3 ft., B&B \$ 5.00
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SUPERIOR NAMED VARIETIES
WHOLESALE SUPPLIERS
OF LINING-OUT STOCK.
Write for price list.
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Ilex crenata hetzi, strong rooted cuttings,
rooted in soil since July, 1957, \$c.
Please see complete list on page 91.
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ILEX CRENATA ROTUNDIFOLIA
8 to 18 ins. 9c
10 to 15 ins. 12c
2-yr., open lath beds. All are green.
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American Holly, grown from cuttings; sex
guaranteed, female or male. Bed-grown, 18
months old, 4 to 6 ins., 17 1/2c.
Please see complete list on page 91.
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BETTER OREGON HOLLIES
Skimmia japonica, general nursery stock.
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Lonicera japonica halliana extra-heavy
No. 1, 2 and 4-yr., 18 to 21-in. field plants,
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IVIES, ROOTED CUTTINGS
Ready now and later. Per 100 Per 1000
Hedera baltica, true stock \$6.50 \$60.00
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2 1/2-in. pots of either above, \$15.00 per 100.
Free packing. Cash with order.
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BALTIC IVY
Hardest Ivy. Fine for wall or ground
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12-in. vines. Per 100 Per 1000
2-in. pots \$12.50 \$115.00
2 1/2-in. pots, 1-yr. 20.00 190.00
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HEDERA HELIX, TRUE ENGLISH IVY
Bushy, clean stock, pot-grown, well-rooted.
2 1/2-in. pots (2 plants per pot), \$12.00 per 100.
Sample sent on request.
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LAWN SEED
Wholesale prices. F.O.B. New York.
50 lbs. 100 lbs.
Sunny Best Mixture with \$46.00 \$86.00
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Shady Best Mixture 30 lbs. or more shipped freight paid.
Write for complete list showing contents
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prices for individual grasses.
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SEEDSMEN, INC.
678 Broadway New York 12, N. Y.

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If you have a surplus
sell it through the
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FRENCH LILACS
Per 10 Per 100
3 to 4 ft. \$1.10 \$1.00
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18 to 24 ins.65 .50
12 to 18 ins.40 .35
ft. 2-3 18-24 12-18
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Over 200 kinds. All on own roots.
Fine varieties, vigorous; true to name
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start at 50c. Ask for quotations on your
particular needs.

LILAC LINERS
Each, 100 1000
Syringa vulgaris (French hybrids) \$0.10 \$0.08
18 to 24 ins.12 .10
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2 to 3 ft.10 .08
PARKER'S PEONY FARM
Fayetteville, N. Y.

LINING-OUT STOCK

LINING-OUT STOCK
We specialize in growing the finest in lin-
ing-out stock and guarantee satisfaction from
these strong, healthy, bed-grown liners. They
are all grown in sterilized soil and have ex-
cellent fibrous roots.

Per 100
BUXUS HARLANDI
BUXUS JAPONICA
4 to 6 ins. \$ 8.50
6 to 8 ins. 10.00
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6 to 8 ins. 12.50
8 to 12 ins. 15.00
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6 to 8 ins. 10.00
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10 to 15 ins. 15.00
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12 to 18 ins., 2-yr., heavy 20.00
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8 to 10 ins. 15.00
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2-yr. heavy liners 20.00
well-rooted cuttings 5.00
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6 to 8 ins. 12.50
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well-rooted cuttings 3.00
\$25.00 per 1000
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6 to 8 ins. 10.00
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18 to 24 ins. (2-yr.) 40.00
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6 to 8 ins. 10.00
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6 to 8 ins. 10.00
8 to 12 ins. 12.50
12 to 18 ins. (fragrans only) 15.00
PHOTINIA GLABRA
6 to 8 ins. 10.00
8 to 12 ins. 12.50
PITOSPORUM TOBIIRA
6 to 8 ins. 10.00
8 to 12 ins. 12.50
12 to 18 ins. 15.00
PYRACANTHA CRENATO-
SERRATA GRABER
PYRACANTHA COCCINEA
LALANDI
12 to 18 ins. 15.00

CONIFERS

Per 100
CEDRUS DEODARA
8 to 12 ins. \$15.00
12 to 18 ins. 17.50
JUNIPERUS CHINENSIS
FEMINA (SYLVESTRIS)
6 to 8 ins. 12.50
8 to 12 ins. 15.00
JUNIPERUS CHINENSIS
GLAUCA HETZI
6 to 8 ins. 12.50
8 to 12 ins. 15.00
JUNIPERUS CHINENSIS
PFITZERIANA
6 to 8 ins. 17.50
8 to 12 ins. 20.00
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PYRAMIDALIS (SPINY GREEK)
6 to 8 ins. 12.50
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JUNIPERUS HORIZONTALIS
PLUMOSA (ANDORRA)
8 to 12 ins. 17.50
PODOCARPUS SINENSIS
6 to 8 ins. 10.00
8 to 12 ins. 15.00

See our separate listing this issue for potted
liners. Wholesale catalog sent free upon re-
quest.

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4000 Japonica Lane Mobile, Ala.

STRONG LINING-OUT STOCK
Pfitzer Juniper, 4 to 6 ins., 1-yr. \$0.06
8 to 10 ins., 1-yr.12
8 to 10 ins., 2-yr.14
10 to 14 ins., 2-yr.18
Ilex burfordi, rooted cuttings83
Euonymus patens, 4 to 5 ins.92
6 to 8 ins.84
E. F. DUROSE NURSERY, Huntsville, Ala.

LINING-OUT STOCK—Continued

ROOTED CUTTINGS FROM SAND.

	100	1000
<i>Ilex convexa</i>	\$ 9.00	\$ 80.00
<i>Ilex rotundifolia</i>	9.00	80.00
<i>Ilex hetzi</i>	11.00	100.00
<i>Juniperus pfitzeriana</i>	11.00	100.00
<i>Juniperus hetzi</i>	11.00	100.00
<i>Taxus andersoni</i>	11.00	100.00
<i>Taxus Adams capitata</i>	15.00	125.00
<i>Taxus cusp. capitata leaders</i>	15.00	125.00
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<i>Taxus brevifolia</i>	15.00	125.00
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<i>Taxus kelseyi</i>	11.00	100.00
<i>Taxus densiformis</i>	15.00	125.00
<i>Taxus repandens</i>	15.00	125.00
<i>Taxus thayeri</i>	11.00	100.00
<i>Taxus Halloran</i>	15.00	125.00
<i>Taxus henryi</i>	15.00	125.00
<i>Taxus wardii</i>	15.00	125.00

	100	1000
<i>Ilex convexa</i>	\$20.00	\$180.00
<i>Ilex rotundifolia</i>	20.00	180.00
<i>Ilex hetzi</i>	20.00	180.00
<i>Juniperus pfitzeriana</i>	20.00	180.00
<i>Juniperus hetzi</i>	20.00	180.00
<i>Taxus andersoni</i>	17.50	150.00
<i>Taxus cuspidata</i>	17.50	150.00
<i>Taxus browni</i>	17.50	150.00
<i>Taxus hatfieldi</i>	17.50	150.00
<i>Taxus hunnewelliana</i>	17.50	150.00
<i>Taxus intermedia</i>	17.50	150.00
<i>Taxus vermeuleni</i>	17.50	150.00
<i>Taxus hicksii</i>	17.50	150.00
<i>Taxus canadensis stricta</i>	17.50	150.00

	100	1000
<i>Acer pol. atropurpureum</i>	\$15.00	\$125.00
1-yr. seedlings	7.00	65.00
<i>Abies concolor</i> , 2-yr. seedlings	4.00	35.00
<i>Abies douglasii</i> , 2-yr. seedlings	6.00	50.00
<i>Abies fraseri</i> , 2-yr. seedlings	7.00	60.00
<i>Abies pectinata</i> , 2-yr. seedlings	7.00	60.00
<i>Biota orientalis</i> , 2-yr. adigs.	3.50	30.00
<i>Cornus florida</i>	6.00	50.00
1-yr. seedlings, No. 1	4.00	30.00
1-yr. seedlings, No. 2	4.00	30.00
2-yr. seedlings, No. 1	12.50	100.00
2-yr. seedlings, No. 2	10.00	90.00
2-yr. transpl., No. 1	15.00	125.00
<i>Eunonymus alatus</i> seedlings	11.00	100.00
2-yr. transplants	15.00	125.00
<i>alatus comp.</i> seedlings	15.00	125.00
2-yr. transplants	15.00	125.00
<i>Ilex opaca</i> , 1-yr. seedlings	6.00	50.00
2-yr. seedlings, 4 to 6 ins.	11.00	100.00
2-yr. transplants	9.00	80.00
6 to 9 ins., 3-yr. transplants	16.00	150.00
9 to 12 ins., 4-yr. transplants	27.50	250.00
<i>aleboldi</i> , 1-yr. seedlings	10.00	80.00
<i>Picea excelsa</i> , 2-yr. seedlings	2.50	20.00
<i>excelsa</i> , 3-yr. seedlings	3.50	30.00
<i>pungens</i> , 2-yr. seedlings	3.50	30.00
<i>pungens</i> , 3-yr. seedlings	4.50	40.00
<i>alba</i> , 2-yr. seedlings	3.50	30.00
<i>Pinus austriaca</i> , 2-yr. seedlings	7.00	60.00
<i>austriaca</i> , 3-yr. seedlings	6.00	50.00
<i>densiflora</i> , 2-yr. seedlings	6.00	50.00
<i>mughus</i> , 3-yr. seedlings	5.50	50.00
<i>mughus</i> , 3-yr. seedlings	6.50	60.00
<i>resinosa</i> , 2-yr. seedlings	6.00	50.00
<i>strobis</i> , 2-yr. seedlings	4.50	40.00
<i>Taxus capitata</i> , 2-yr. seedlings	10.00	90.00
<i>capitata</i> , 3-yr. transplants	15.00	135.00
<i>Viburnum theiforum</i>	17.50	150.00
2-yr. transplants	17.50	150.00

Full list of liners on request. Special prices on large orders.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

	Each	100	1000
<i>Juniperus chin. pfitzeriana</i>	\$0.35	\$30.00	\$300.00
<i>Taxus media hatfieldi</i> .....	.35	30	300
<i>Taxus media hicksii</i> .....	.35	30	300
<i>Taxus cuspidata</i> .....	.35	30	300
<i>Chamaecyparis plumosa aurea</i> .....	.30	27.50	275
<i>Thuja occ. woodwardi</i> .....	.30	27.50	275
<i>Thuja occ. nigra</i> .....	.30	27.50	275

All stock offered subject to being sold and under standard nursery terms.

IMPERIAL NURSERIES

P. O. Box 1000 East Hartford, Conn.

Phone Chapel 5-8413

LINING-OUT STOCK

	Each
2 1/2-in. peat Jiffy-Pots	\$0.22
600 Azalea Hino-Crimson .....	.25
500 Clethra alnifolia rosea .....	.25
200 Cotoneaster Liliating .....	.25
300 Deutzia kalmiaeiflora .....	.25
600 Ilex crenata convexa .....	.20
2000 Ilex glabra, rooted cuttings .....	.08
700 Ilex glabra .....	.22
200 Prunus laurocerasus .....	.20
600 Pyracantha Korean (new) .....	.25
500 Pyracantha lalandi .....	.22

Packing at cost.

THE CAPE COD NURSERIES

H. V. Lawrence, Inc.

Falmouth, Mass.

LINING-OUT LIST

PRICES SUBJECT TO CHANGE

WITHOUT NOTICE.

ALL POTTED LINERS ON THIS LIST ARE PRICED FOR SHIPMENT IN PAPER POTS OR CUPS. THOSE WHO PREFER THE ORDINARY METHOD OF PACKING, OMITTING THIS ADDED PROTECTION, MAY DEDUCT 1c PER PLANT. THE 1000 RATE APPLIES ON ALL ORDERS. THEREFORE, PLEASE ORDER IN MULTIPLES OF 25 OR MORE.

EACH, PER 1000

BIOTA AUREA NANA

2 1/2-in. pots

2 1/2-in. pots

BIOTA AUREA PYRAMIDALIS

2 1/2-in. pots

2 1/2-in. pots

BIOTA BAKERI, surplus price

2 1/2-in. pots

2 1/2-in. pots

BIOTA BONITA

2 1/2-in. pots

2 1/2-in. pots

BIOTA EXCELSA

2 1/2-in. pots

2 1/2-in. pots

BIOTA SIBYLI

2 1/2-in. pots

2 1/2-in. pots

CEDRUS DEODARA, surplus price

12 1/2-in. seedlings, grafting size

BLUE LAWSON CYPRESS

2 1/2-in. pots

2 1/2-in. pots

JUNIPERUS CHIN. PFTZERIANA

2 1/2-in. pots

2 1/2-in. pots

JUNIPERUS CHIN. PFTZERIANA

NANA

2 1/2-in. pots

2 1/2-in. pots

JUNIPERUS CHIN. PFTZERIANA

BLUE GREY

2 1/2-in. pots

2 1/2-in. pots

JUNIPERUS GLAUCA HETZI

2 1/2-in. pots

2 1/2-in. pots

JUNIPERUS HORIZONTALIS

PLUMOSA (Andorra Juniper)

2 1/2-in. pots

2 1/2-in. pots

JUNIPERUS VIRGINIANA KETELEERI

2 1/2-in. pots

2 1/2-in. pots

TAXUS MEDIA BREVIFOLIA

2 1/2-in. pots

2 1/2-in. pots

ABELIA GRANDIFLORA

2 1/2-in. pots

2 1/2-in. pots

BERBERIS JULIANAE

2 1/2-in. pots

2 1/2-in. pots

BERBERIS SARGENTI

2 1/2-in. pots

2 1/2-in. pots

BUXUS JAPONICA

2 1/2-in. pots

2 1/2-in. pots

BUXUS SEMPERVIRENS CRONI

(Cron hardy Boxwood)

2 1/2-in. pots

2 1/2-in. pots

CAMELLIA SASANQUA MAIDEN'S

BLUSH

2 1/2-in. pots

2 1/2-in. pots

ELAEAGNUS FRUITLANDI

2 1/2-in. pots

2 1/2-in. pots

EUNYMIUS JAPONICUS

2 1/2-in. pots

2 1/2-in. pots

EUNYMIUS PATENS, small leaf

2 1/2-in. pots

2 1/2-in. pots

EUNYMIUS RADICANS ERECTA

2 1/2-in. pots

2 1/2-in. pots

GARDENIA FORTUNEI

surplus price

2 1/2-in. pots

2 1/2-in. pots

GARDENIA RADICANS

2 1/2-in. pots

2 1/2-in. pots

ILEX CORNUTA, seedlings, surplus price

2 1/2-in. pots

2 1/2-in. pots

ILEX CORNUTA BIFORDI

2 1/2-in. pots

2 1/2-in. pots

ILEX CORNUTA FEMINA

2 1/2-in. pots

2 1/2-in. pots

ILEX CRENATA CONVEXA BULLATA

2 1/2-in. pots

2 1/2-in. pots

ILEX CRENATA FOSTERI No. 1

2 1/2-in. pots

2 1/2-in. pots

ILEX CRENATA ROTUNDIFOLIA

2 1/2-in. pots

2 1/2-in. pots

ILEX OPACA EAST PALATKA

2 1/2-in. pots

2 1/2-in. pots

ILEX OPACA FEMINA

2 1/2-in. pots

2 1/2-in. pots

JASMINUM FLORIDUM

2 1/2-in. pots

2 1/2-in. pots

CHERRY LAUREL

2 1/2-in. pots

2 1/2-in. pots

LIGUSTRUM IONANDRUM

Introduced by U. S. Government from the Orient. Foliage leaves are as small as those of *Ilex crenata*. Will form a perfect specimen by natural growth without shearing.

2 1/2-in. pots

2 1/2-in. pots

(Continued from previous column)

LIGUSTRUM JAPONICUM

2 1/2-in. pots

LIGUSTRUM LUCIDUM COMPACTUM

2 1/2-in. pots

2 1/2-in. pots

LIGUSTRUM SINENSIS PENDULUM

(Weeping Amur River South Privet)

2 1/2-in. pots

2 1/2-in. pots

MAGNOLIA GRANDIFLORA

2 1/2-in. pots

2 1/2-in. pots

MAHONIA BEALEI

3-in. pots

2 1/2-in. pots

NANDINA DOMESTICA

3 1/2-in. seedlings

2 1/2-in. pots

2 1/2-in. pots

PHOTINIA SERRULATA

2 1/2-in. pots

2 1/2-in. pots

PITIOSPORUM TOBIRA

2 1/2-in. pots

2 1/2-in. pots

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2 1/2-in. pots

2 1/2-in. pots

PITIOSPORUM TOBIRA

2 1/2-in. pots

2

GRAFTED STOCK BEDDED OUT
IN THE OPEN FOR 1 YEAR.

	Per 100
<i>Abies nobilis glauca</i>	\$125.00
<i>Acer pal. atropurpureum</i>	90.00
<i>Carpinus fastigiata</i>	75.00
<i>Cornus florida flore-plena</i>	60.00
<i>Cornus florida rubra</i>	60.00
<i>Cornus florida rubra Prosser</i>	60.00
<i>Rhamnus brevipedata</i>	100.00
<i>Rhamnus mollis</i>	60.00
<i>Ilex Old Heavy Berry</i>	150.00
<i>Magnolia Waterlily</i>	90.00
<i>Magnolia stellata</i>	90.00
<i>Magnolia stellata rubra</i>	90.00
<i>Retinospora obtusa crispata</i>	75.00
<i>Retinospora obtusa gracilis</i>	75.00
<i>Retinospora obtusa nana gracilis</i>	75.00
<i>Viburnum carlesii</i>	65.00
<i>Viburnum burkwoodii</i>	65.00

Per 100

<i>Malus Almey</i>	\$120.00
<i>Kwanan and Weeping Cherry</i>	20.00

IMPORT FROM HOLLAND

IN THE SPRING.

<i>Fagus riversii</i> , 18 to 24 ins.	\$200.00
<i>Fagus sylv.</i> , purp.-pendula,	250.00

Per 100

POT-GROWN GRAFTS, MAY SHIPMENT.

Understocks are potted up during the early

spring, carried over outside in frames during

the summer, then grafted during the winter

which furnishes the best results for planting.

	Per 100
<i>Abies nobilis glauca</i>	\$100.00
<i>Abies pinsapo glauca</i>	100.00

<i>Acer pal. atropurpureum</i>	75.00
<i>Acer dissectum</i>	60.00

<i>Acer dissectum atropurpureum</i>	75.00
<i>Carpinus betulus fastigiata</i>	60.00

<i>Cedrus atlantica aurea</i>	100.00
<i>Cedrus atlantica glauca</i>	75.00

<i>Cornus florida rubra</i>	50.00
<i>Cornus florida rubra Prosser</i>	60.00

<i>Cornus florida pendula</i>	60.00
<i>Cornus florida welchii</i> var.	65.00

<i>Cornus florida flore-plena</i>	60.00
<i>Cornus florida rubra, root grafts</i>	25.00

<i>Cornus kousa chinensis</i>	60.00
<i>Cornus kousa speciosa</i>	60.00

<i>Rhamnus mollis</i>	50.00
<i>Fagus sylvatica riversii</i>	60.00

<i>Fagus sylvatica pendula</i>	60.00
<i>Fagus sylvatica heterophylla</i>	60.00

<i>Fagus sylvatica fastigiata</i>	60.00
<i>Fagus sylvatica tricolor</i>	75.00

<i>Magnolia stellata</i>	75.00
<i>Magnolia stellata Waterlily</i>	75.00

<i>Magnolia parviflora</i>	75.00
<i>Magnolia yulan</i>	75.00

<i>Magnolia cordata</i>	75.00
<i>Picea morheimii</i>	100.00

<i>Picea pung. gl. hoopii</i>	125.00
<i>Pinus strobus pendula</i>	60.00

<i>Pinus strobus nana</i>	60.00
<i>Pinus strobus fastigiata</i>	60.00

<i>Pinus parviflora glauca</i>	60.00
<i>Pinus cembra</i>	60.00

<i>Pinus watereri glauca</i>	60.00
<i>Pinus Tanyosho</i>	60.00

<i>Retinospora obtusa gracilis</i>	50.00
<i>Retinospora obtusa gracilis nana</i>	50.00

<i>Retinospora obtusa crispata</i>	50.00
<i>Viburnum carlesii</i>	50.00

<i>Viburnum lucidum</i>	50.00
<i>Viburnum burkwoodii</i>	50.00

Special prices on large quantities

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

No transplanting risk with this pot-grown

stock, with good tops and well-established

roots. Ready for field or container planting.

<i>Berberis mentenensis</i>	\$0.18
<i>Cotoneaster pannosa</i> .....	.22

<i>Euonymus Newport</i> .....	.18
<i>Euonymus japonicus</i> .....	.16

<i>Euonymus japonicus microphyllus</i> .....	.18
<i>Euonymus japonicus Goldspot</i> .....	.20

<i>Euonymus radicans coloratus</i> .....	.18
<i>Euonymus radicans upright (Sarcocoe)</i> .....	.18

<i>Euonymus radicans minimus</i> .....	.20
<i>Hedera helix</i> .....	.15

<i>Hedera helix albo-variegata</i> .....	.18
<i>Jasminum floridum</i> .....	.16

<i>Ligustrum Vicary Golden</i> .....	.15
<i>Lonicera purpurea</i> .....	.15

<i>Lonicera heckrottii</i> .....	.18
<i>Lonicera aureo-reticulata</i> .....	.20

<i>Lonicera yunnanensis</i> .....	.16
<i>Pyracantha islandi</i> .....	.16

<i>Pyracantha wyattii</i> .....	.16
<i>Pyracantha pauciflora</i> .....	.18

<i>Santolina chamaecyparissus</i> .....	.15
<i>Ternstroem chamaedryf (Germander)</i> .....	.15

<i>Viola orientalis aurescens</i> .....	.25
<i>Viola orientalis aurea globosa</i> .....	.20

<i>Viola orientalis bonita, upright</i> .....	.18
<i>Viola orientalis excelsa</i> .....	.18

<i>Juniperus pfitzeriana</i> .....	.18
<i>Juniperus pfitzeriana glauca</i> .....	.20

<i>Juniperus pfitzeriana plumosa</i> .....	.20
<i>Juniperus pfitzeriana</i> .....	.18

<i>Juniperus pfitzeriana</i> .....	.16
<i>Juniper. Savin</i> .....	.16

<i>Juniper. Savin Von Ehron</i> .....	.20
<i>Juniperus scopulorum Blue Star</i> .....	.20

<i>Juniperus squamata expansa</i> .....	.25
<i>Juniperus squamata</i> .....	.18

Priced per 100. Minimum 25 of one kind.

No packing charge for cash with order.

KENTONS NURSERY, DOVER, OKLA.

SPRING 1958

LINING-OUT STOCK

	Per 100	Per 1000
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1,375 <i>Acer ginnala</i> (Amur Maple), 1-yr. seedlings, 6 to 9 ins.	\$ 7.00	\$ 60.00
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1,350 <i>Acer ginnala</i> (Amur Maple), 1-yr. seedlings, 9 to 12 ins.	8.00	70.00
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2,000 <i>Acer palmatum atropurpureum</i> , 1-yr. gr., beds, 6 to 9 ins.	90.00	850.00
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1,500 <i>Acer palmatum atropurpureum</i> , 3-yr. TT, fr., 12 to 15 ins.	150.00	1400.00
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9,000 <i>Acer platanoides</i> , 1-yr. seedlings, 4 to 6 ins.	5.00	40.00
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19,000 <i>Acer platanoides</i> , 1-yr. seedlings, 6 to 9 ins.	6.00	50.00
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11,000 <i>Acer platanoides</i> , 1-yr. seedlings, 9 to 12 ins.	7.00	60.00
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5,000 <i>Acer platanoides</i> , 2-yr. T, fr., 18 to 24 ins.	15.00	140.00
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4,500 <i>Acer pseudoplatanus</i> , 2-yr. T, fr.,	15.00	140.00
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12,000 <i>Althaea</i> , 1-yr. seedlings, 18 to 24 ins.	5.50	45.00
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10,000 <i>Azalea hinodogiri</i> , 2-yr. T, beds, 4 to 6 ins.	50.00	450.00
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5,000 <i>Azalea hinodogiri</i> , 3-yr. T, beds, 6 to 9 ins.	65.00	600.00
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40,000 <i>Berberis thunbergii</i> , 2-yr. T, fr., 9 to 12 ins. heavy	8.50	75.00
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68,000 <i>Berberis thunbergii atropurpurea</i> , 2-yr. T, fr., 9 to 12 ins. heavy	9.50	85.00
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7,000 <i>Cydonia japonica</i> , 2-yr. T, fr., 12 to 18 ins.	10.00	95.00
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7,000 <i>Euonymus vegetus</i> , 2-yr. T, fr.,	30.00	250.00
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30,000 <i>Fagus sylvatica</i> , 1-yr. seedlings, 4 to 6 ins.	8.00	70.00
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21,000 <i>Fagus sylvatica</i> , 1-yr. seedlings, 6 to 9 ins.	9.50	85.00
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1,000 <i>Hydrangea P.G.</i> , 2-yr. T, fr., 12 to 15 ins.	30.00	250.00
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2,400 <i>Sorbus aucuparia</i> , 1-yr. seedlings, 9 to 12 ins.	7.00	60.00
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2,700 <i>Sorbus aucuparia</i> , 2-yr. T, fr., 18 to 24 ins.	20.00	180.00
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3,700 <i>Taxus thayeri</i> , 3-yr. T, beds	45.00	400.00
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3,300 <i>Tilia cordata</i> , 1-yr. seedlings, 4 to 6 ins.	8.50	80.00
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1,600 <i>Tilia cordata</i> , 1-yr. seedlings, 12 to 15 ins.	10.00	95.00
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5,500 <i>Viburnum dilatatum</i> , 1-yr. seedlings, 8 to 12 ins.	7.00	60.00
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2,000 <i>Weigela vanickei</i> , 2-yr. 18 to 24 ins.	35.00	300.00
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4,500 <i>Wistaria sinensis</i> , 1-yr. seedlings	5.50	45.00
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10,000 <i>Zelkova serrata</i> (subs. for American Elm), 2-yr. T, fr., 12 to 15 ins. (not subject to Dutch Elm disease)	20.00	180.00
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Packing extra.

BOULEVARD NURSERIES

Newport, R. I.

LINING-OUT TREES

	100	1000
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Birch, European White, 4 to 5 ft., branched, T.	\$85.00
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Dogwood, White; 6 to 12 ins. seedlings	4.00	\$35.00
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12 to 18 ins. seedlings	5.50	50.00
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Elm, Chinese, 12 to 18 ins., 1-yr. seedlings	2.50	20.00
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12 to 24 ins., 1-yr. seedlings	3.50	30.00
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3 to 4 ft., 2-yr. seedlings	7.50	65.00
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4 to 5 ft., 2-yr. seedlings	12.00	100.00
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Maple, Faassen's Red-leaved, 5 to 6 ft., whips, T.	150.00
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Maple, Norway, 4 to 5 ft., whips, T.	80.00
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Maple, Silver, 4 to 5 ft., whips, T.	110.00
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Maple, Schwedler's, 5 to 6 ft., partly branched, T.	200.00
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Maple, Sugar, 4 to 5 ft., branched, T.	175.00
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Maple, Silver, 12 to 18 ins., 1-yr., seedlings	2.50	30.00
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18 to 24 ins., 1-yr., seedlings	4.50	40.00
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2 to 3 ft., 1-yr., seedlings	6.50	60.00
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3 to 4 ft., 2-yr., seedlings	8.00	75.00
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4 to 5 ft., 2-yr., seedlings	9.00	85.00
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5 to 6 ft., partly branched, 2-yr., seedlings	15.00
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Poplar, Bolleana, 3 to 2 ft., cuttings	20.00
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3 to 4 ft., cuttings	30.00
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Poplar, Lombard, 2 to 3 ft., cuttings	7.50	65.00
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3 to 4 ft., cuttings	10.00	85.00
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4 to 5 ft., cuttings	15.00	135.00
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Willow, Babylon, 4 to 6 ft., cuttings	25.00
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Willows, Thurlow and Golden Weeping, 3 to 4 ft., cuttings	15.00
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4 to 5 ft., cuttings	25.00
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Write for price list and finished stock.

WAYNESBORO NURSERIES

Waynesboro, Va.

LINERS OF THE BETTER KINDS

Write for price list.

GULF STREAM NURSERY, INC.

Wachapreague, Va.

EVERGREENS

<i>Andorra Juniper</i> , 6 to 8 ins., bare-root.	\$0.05
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<i>Blue Hets Juniper</i> , 6 to 8 ins., bare-root06
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<i>Burk Juniper</i> , 6 to 10 ins., bare-root, 2-yr., outdoor14
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<i>Savin Juniper</i> , 5 to 7 ins., bare-root16
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<i>Von Ehron Juniper</i> , 6 to 8 ins., bare-root06
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<i>Pfitzer Juniper</i> , 2-yr., outdoor, 6 to 8 ins., bare-root08
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<i>Andorra Juniper</i> , 8 to 10 ins., bands, 8 to 12 ins.14%
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<i>Pfitzer Juniper</i> , 6 to 8 ins., bands, 8 to 12 ins.14%
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<i>Spreading Jap. Yew</i> , 6 to 8 ins., bands, 2-yr.20
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DECIDUOUS, BARE-ROOT

<i>Blue Spiraea</i> (Caryopteris), 8 to 12 ins.04
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<i>Blue-leaved Arctic Willow</i> , 8 to 12 ins.06
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<i>Buddleia</i> , best blue; 6 to 10 ins., green plants06
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<i>Golden Ninebark</i> (Physocarpus), 4 to 6 ins.04
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LINING-OUT STOCK—Continued

SEEDLINGS	100	1000
Crataegus phaenopyrum (cordata), 1-yr. seedlings, 12 to 15 ins.	\$ 7.50	\$60.00
Picea pungens glauca, 2-yr. seedlings, 4 to 6 ins.	5.00	40.00
Pinus flexilis, 4-yr. seedlings, 4 to 6 ins.	7.00	60.00
Taxus capitata, 2-yr. seedlings, 3 to 6 ins.	10.00	85.00
Thuja occidentalis, 2-yr. seedlings, 4 to 6 ins.	5.00	40.00
Magnolia virginiana, 2-yr. seedlings, 4 to 8 ins.	10.00	85.00
WELL-ESTABLISHED CUTTINGS FROM 2 1/2-IN. POTS		
Berberis julianae	\$3.50	\$25.00
Berberis thunbergii atropurpurea (Crimson Pygmy)	3.50	25.00
Chamaecyparis cyano viridis	3.00	20.00
Chamaecyparis plumosa aurea	3.00	20.00
Euonymus alatus	3.00	20.00
Euonymus japonicus	3.00	20.00
Euonymus patens	3.00	20.00
Euonymus vegetus	3.00	20.00
Ilex aquifolium Ciliata Major	5.00	40.00
Ilex cornuta burfordi	4.00	35.00
Ilex crenata glauca	3.00	20.00
Ilex crenata helleri	3.00	20.00
Ilex crenata microphylla	3.00	20.00
Ilex crenata rotundifolia	3.00	20.00
Ilex glabra	3.00	20.00
Ilex opaca (4 to 6 ins. in the following named varieties)	5.00	45.00
Arden	Farage	
Christmas Tide	Femina No. 16	
Della Bradley	Joyce	
Juniperus depressa plumosa	3.00	20.00
Juniperus horizontalis (Bar Harbor)	3.00	20.00
Juniperus horizontalis wilsoni glauca	3.00	20.00
Juniperus pfitzeriana nana	3.00	20.00
Pieris japonica	3.00	20.00
Prunus laurocerasus	3.50	30.00
Sarcococca hookeriana humilis	3.00	20.00
Taxus canadensis stricta	3.00	20.00
Taxus cuspidata nana	3.00	20.00
Taxus media clifforti	3.00	20.00
Taxus media Halloran	3.00	20.00
Taxus media henryi	3.00	20.00
Taxus media hickel	3.00	20.00
Taxus media Moon's columnaris	3.00	20.00
Taxus media vermeuleni	3.00	20.00
Taxus media wardi	3.00	20.00
Thuja occidentalis globosa Howe	3.00	20.00
Thuja occidentalis globosa novum	3.00	20.00
Thuja occidentalis nigra	3.00	20.00

STRONG, HEALTHY 2 1/2-IN. POT-GROWN LINERS		
	Per 100	
Ilex burfordi	\$15.00	
Ilex rotundifolia	15.00	
Ilex microphylla	15.00	
Ilex helleri	15.00	
Ilex convexa	15.00	
Wax-leaved Ligustrum lucidum compactum	10.00	
Ligustrum nobilis lucidum (upright)	10.00	
EXTRA NICE 1-YR. ROOTED CUTTINGS		
Ilex burfordi	45.00	
Ilex rotundifolia	5.00	
Ilex microphylla	5.00	
Ilex convexa	5.00	
Ilex helleri	5.00	
Nandina	5.00	
Wax-leaved Ligustrum lucidum compactum	5.00	
BUCHANAN'S NURSERY		
5108 Western Blvd.	Raleigh, N. C.	

LINING-OUT SHRUBS		
All heavy rooted plants grown from hard-wood cuttings under irrigation.		
1650 Cornus sibirica, 10 to 15 ins.	\$0.08	
150 Forsythia fortunei, 10 to 15 ins.	.08	
2250 Ligustrum amurensis, 10 to 12 ins.	.04	
1900 Ligustrum vulgare, 10 to 15 ins.	.04	
6300 Ligustrum vulgare, 10 to 15 ins., branched, 2 or more canes.	.05	
500 Lonicera bella albidia, 12 to 18 ins.	.07	
550 Philadelphus virginiana, 6 to 8 ins.	.07	
375 Ribes aureum, 10 to 15 ins.	.07 1/2	
300 Salix discolor, 18 to 24 ins.	.06	
350 Sambucus aurea, 18 to 24 ins.	.08	
900 Symphoricarpos vulgaris, 18 to 24 ins.	.08	
Packing free when cash with order.		
SIMONSEN'S NURSERY, INC.		
2806 Glenview Road	Glenview, Ill.	

HEAVY LINERS FROM FIELD BEDS		
	Per 100	
Taxus cuspidata, 12 to 15 ins., 4-yr.	\$45.00	
TTT, 10 to 12 ins., 3-yr., TT.	50.00	
8 to 10 ins., 2-yr., T.	40.00	
Taxus capitata, 10 to 12 ins., 3-yr., TT.	50.00	
8 to 10 ins., 2-yr., T.	40.00	
Taxus hickel, 8 to 10 ins., 2-yr., T.	40.00	
Euonymus vegetus, 12 to 15 ins., branched	45.00	
Euonymus patens, 12 to 15 ins., bushy	35.00	
Ribes alpinum, 10 to 15 ins., bushy	25.00	
Rhodotypos kerrioides, 10 to 15 ins., bushy	15.00	
STROHL'S NURSERY		
5204 St. Joe Road	Ft. Wayne, Ind.	

LINING-OUT STOCK

Following is a partial list of the many thousands of our high-quality liners. We have the finest liners that can be produced and invite your trial order.

	Per 100	
Feijoa sellowiana (Pineapple Guava)	\$15.00	
Gardenia August Beauty		
Gardenia fortunei		
Gardenia Mystery		
8 to 12 ins.	12.50	
12 to 18 ins.	15.00	
Ilex crenata rotundifolia		
6 to 8 ins.	17.50	
8 to 12 ins.	20.00	
Ilex glabra		
6 to 8 ins.	10.00	
8 to 12 ins.	12.50	
Ilex opaca fosteri		
6 to 8 ins.	12.50	
8 to 12 ins.	17.50	
Juniperus chinensis pfitzeriana		
6 to 8 ins.	15.00	
8 to 12 ins.	20.00	
Juniperus depressa plumosa (Andorra)		
6 to 8 ins.	15.00	
8 to 12 ins.	17.50	
Lonicera yunnanensis (low Honeysuckle)		
6 to 8 ins.	15.00	
8 to 12 ins.	17.50	
Nandina domestica		
8 to 12 ins.	15.00	
12 to 18 ins.	17.50	
Osmanthus fragrans (Sweet Olive)		
6 to 8 ins.	15.00	
8 to 12 ins.	17.50	
Pittosporum tobira		
6 to 8 ins.	12.50	
8 to 12 ins.	15.00	
Magnolia grandiflora		
6 to 8 ins., transplanted	15.00	
8 to 12 ins., transplanted	20.00	
Magnolia soulangeana		
12 to 18 ins.	40.00	
18 to 24 ins., 2-yr.	45.00	
Magnolia stellata, 2-yr., 12 ins. and up.	40.00	
We grow the finest container-grown stock in the South and have a much better selection of stock to select from. Write for our wholesale prices of all items.		
BLACKWELL NURSERIES		
Semmes, Ala.		
WHOLESALE ONLY		

LINING-OUT STOCK		
	Each, 100	1000
Acer palmatum atropurpureum (Red Japanese Maple), 12 to 18 ins., strong 2-yr. grafts.	\$1.75	\$15.00
Cornus florida rubra (red-flowering Dogwood), 1-yr. strong grafts, 18 to 24 ins.	.75	.70
Cotoneaster divaricata, 2-yr. transplants, branched, 12 to 18 ins.	.30	.25
Exochorda wilsoni (Pear Bush), 2-yr. grafts, 18 to 24 ins. from field rows	.75	.60
Forsythia Spring Glory, 1-yr. transplants, softwood cuttings, 18 to 24 ins., well-branched, mail order size	.18	.15
Juniperus hetsi, 2-yr. transplants, 12 to 18 ins.	.40	.35
Pachistima canbyi, 2-yr. transplants	.50	.45
Prunus tomentosa (Nanking Cherry), strong 1-yr. seedlings	.10	.07 1/2
Pseudotsuga taxifolia glauca (Blue Douglas Fir), 4-yr. transplants	.40	.35
Taxus capitata, strong 2-yr. selected seedlings, 4 to 6 ins.	15.12 1/2	
Taxus thayeri, 2-yr. transplants	.45	.40
Viburnum carlesii, 2-yr. seedlings, 4 to 6 ins.	.15	.12 1/2
Viburnum carlesii, 2-yr. seedlings, 6 to 8 ins.	.20	.17 1/2
Viburnum carlesii, 2-yr. seedlings, 8 to 12 ins.	.30	.25
Viburnum tomentosum (true), 1-yr. transplants, softwood cuttings	.25	.20
Viburnum wrightii, 3-yr. grafts, field rows, 10 to 18 ins.	.75	.60
C. HOOGEENDOORN NURSERIES		
Turner Rd.	Newport, R. I.	

SWEET GUM		
	Per 100	
2-yr. transplants, 6 to 12 ins.	\$110.00	
PICEA PUNGENS GLAUCA		
2-yr. seedlings, 2 to 6 ins.	35.00	
PICEA ABIES		
2-yr. seedlings, 2 to 6 ins.	25.00	
Free packing with cash order. 250 at 1000 rate.		
VIEWCREST NURSERIES		
Jack Doty, R. 3, Box 450	Vancouver, Wash.	

HARDY LIVE OAK		
Hardy native Evergreen tree. Will grow in almost any type soil. Will stand 15 below zero.		
6 to 12-in. seedlings, \$15.00 per 100. Grown in sandy soil with excellent roots.		
WARREN AND SON NURSERY		
R. 11, Box 512	Oklahoma City 10, Okla.	

HARDY LIVE OAK		
Evergreen. Native in western Oklahoma mountains. Grown at Noble 20 years. No bud or twig hurt by 15 below zero. 1-yr. seedlings, \$15.00 per 100. 2-yr., \$20.00 per 100. Few native Red Oak, 2-yr., \$15.00.		
NOBLE NURSERY, NOBLE, OKLA.		

LINING-OUT STOCK, SPRING 1958

Ilex glabra heavy 2-yr. transplants \$40.00 per 100, \$350.00 per 1000. (Special, 2000 for \$565.00.)		
Thuja occidentalis nigra, 2-yr., T. fr.	\$40.00	per 100, \$350.00 per 1000.
Pieris japonica (Japanese Andromeda), strong rooted seedlings 1 to 2 ins.	\$5.00	per 100, \$50.00 per 1000; also 50,000 2-yr. transplants, 6 to 9 ins., \$30.00 per 100, \$250.00 per 1000.
Ilex opaca St. Mary, selected, heavy berry, deep orange-red color; well-rooted, grown from cuttings, \$65.00 per 100, \$550.00 per 1000.		
Ilex cornuta burfordi, 2-in. bands, heavy roots, cutting-grown, \$17.00 per 100, \$150.00 per 1000.		
Azalea hinodogiri, liners, transplants, 2-in. bands, \$15.00 per 100, \$125.00 per 1000.		
Dogwood, pink; 2-yr. grafts, 12 to 18 ins.	\$150.00	per 100.
Dogwood, pink; cuttings, potted and bands, 2-in., \$25.00 per 100, \$75.00 per 1000.		
Magnolia stellata, 2-in. plant bands, cutting-grown, \$65.00 per 100.		
ROOTED CUTTINGS		
Per 100 Per 1000		
Taxus cuspidata	\$12.00	\$100.00
Taxus hickel	12.00	100.00
Lawson Blue Cypress	12.00	100.00
Thuja plicata elegansissima	12.00	100.00
Rhododendron hybrid grafts	\$75.00	per 100.
100. Assortment as listed: Dr. Dresselhuys, Caractacus, Boule de Neige, Roseum Elegans, America, Charles Dickens, Catawbiensis album.		
Sciadopitys verticillata, 2-in. pots, \$25.00 per 100 (sold only in lots of 100).		
CEDARHURST NURSERIES, INC.		
3044 Pawtucket Ave.	East Providence, R. I.	

EXTRA FINE LINING-OUT STOCK		
	Each, 100	1000
1000 Berberis thunb., 2-yr.	\$0.08 1/2	\$0.08
500 Rosa blanda, 6-in., 2-ft. seedlings	.06	.06
700 Viburnum americanum, 8 to 12-in. seedlings	.07 1/2	.07
3000 Euonymus coloratus, 12 to 15 ins., 2-yr., bare-root	.15	.12
1500 Euonymus coloratus, 6 to 8 ins., 1-yr., 2 1/2-in. rose pots	.18	.11
4000 Euonymus coloratus erectus, 12 to 15 ins., 2-yr., b-r.	.15	.12
700 Euonymus coloratus, 6 to 8 ins., 1-yr., 2 1/2-in. pots	.18	.11
1500 Euonymus coloratus erectus, 12 to 15 ins., 2-yr.	.18	.11
2300 Euonymus vegetus, 3 to 6 ins., 1-yr., 2 1/2-in. rose pots	.25	.22
800 Euonymus, little leaf, 8 to 10 ins., 2-yr.	.30	.25
7000 Euonymus radicans upr. sarcoxile, 9 to 12 ins., 2-yr., 2 1/2-in. rose pots	.27	.25
2700 Euonymus radicans upr. sarcoxile, 2-yr., 2 1/2-in. bands	.27	.25
500 Euonymus alatus, 18 to 24 ins., field plants	.80	.75
500 Euonymus alatus compactus, 18 to 24 ins., field plants	.90	.85
1000 Ulmus, European, 12 to 18 ins., rooted cuttings	.55	.50
RALPH SYNNSTVEDT & ASSOCIATES		
3602 Glenview Road	Glenview, Ill.	

LINING-OUT STOCK		
	Per 100	
Berberis julianae	\$20.00	
Ilex cassine hybrid No. 2 (Foster's)	22.50	
Ilex opaca (our strain, berry-bearing)	40.00	
Jasminum floridum	12.50	
Jasminum nudiflorum	12.50	
Pfitzer Juniper	17.50	
1-yr., 6 to 12 ins., field-grown	22.50	
2-yr., 8 to 12 ins., field-grown	22.50	
Nick's compact Pfitzer	20.00	
1-yr., 6 to 12 ins., field-grown	12.50	
Ashford Juniper	12.50	
1-yr., 6 to 12 ins., field-grown	12.50	
2-yr., 8 to 12 ins., field-grown	15.00	
Irish Juniper	12.50	
1-yr., 6 to 12 ins., field-grown	12.50	
2-yr., 8 to 12 ins., field-grown	15.00	
Greek Juniper	12.50	
1-yr., 6 to 12 ins., field-grown	12.50	
2-yr., 8 to 12 ins., field-grown	20.00	
Hetz Juniper	15.00	
2-yr., 8 to 12 ins., field-grown	15.00	
Juniperus sabina tamaricifolia	20.00	
1-yr., 8 to 12 ins., field-grown	15.00	
Pomegranate, red-flowering	8.00	
1-yr., 8 to 12 ins., rooted cuttings	8.00	
Pyracantha graberl	17.50	
2 1/2-in. pots		
Write for our price list.		
BYER'S NURSERY CO.		
Chase, Ala.		

Taxus, Ilex, broad-leaved Evergreens, etc. in variety. Write for our latest list of liners and finished stock.

Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

SINGER GARDENS
Stamping Ground, Ky.

PIN OAK SEEDLINGS	Per 100	Per 1000
1-yr., 6 to 12 ins.	\$7.50	\$60.00

EDGAR C. FOX NURS., Humansville, Mo.

THE TANKARD NURSERIES
Farmers, Va.

MAPLES—Continued

SUGAR MAPLE	
Good roots. Native. Nice tops. Being dug now.	
Each, 10	100
4 to 6 ft., ¾ to 1½-in.	\$0.75 \$0.60
5 to 7 ft., ¾-in. and up	1.25 .90
5 to 7 ft., ¾-in. and up	1.50 1.25
6 to 8 ft., 1-in. and up	1.90 1.50
Write for prices on larger sizes.	

JOHN L. KOOLEN NURSERY
2056 College Ave., S. E., Grand Rapids, Mich.
Phone GL 2-7213

ACER PALMATUM

Selected seedlings with good fibrous roots.	
12 to 24 ins.	20c
6 to 12 ins.	15c
Ready for immediate or later shipment.	

W. B. CLARKE & CO.
P. O. Box 343 San Jose, Calif.

NORWAY MAPLE
Straight trunks, fine heads. Very fibrous roots.

6 to 8 ft.	10-49	50-250
8 to 10 ft., 1 to 1½-in.	4.40	3.50
9 to 11 ft., 1½ to 2-in.	6.00	5.00
10 to 12 ft., 1½ to 2-in.	8.80	7.00
11 to 13 ft., 1½ to 2-in.	11.00	9.00

PRINCETON NURSERIES
Princeton, N. J.

COLLECTED ACER
RUBRUM AND SACCHARUM
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

Acers, saccharum and rubrum, root-pruned,
field specimens, 2-in. to 12-in. caliper.
R. H. Rogers Nursery, Cooperstown, N. Y.

PACHYSANDRAS

PACHYSANDRAS
1-yr.-old, large-frame plants.
Satisfaction guaranteed.
Large quantity.
\$5.50 per 100, \$43.00 per 1000.
\$40.00 per 5000.

BRUNDAGE & GUTHRIE
123 Franklin St. Tarrytown, N. Y.

PACHYSANDRA TERMINALIS
Per 100 Per 1000
1-yr. plants\$5.00 \$42.50
2½-in., pot-grown plants.....10.50 95.00
HANSEN BROS. NURSERIES, INC.
1268 Montgomery Ave. Narberth, Pa.

Pachysandras, strong plants, grown in soil
frames with light shade. First-class stock.
\$45.00 per 100; \$42.50 per 1000 for 5000 or
more, including good packing.
Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRAS
Strong rooted cuttings, \$4.25 per 100, \$40.00
per 1000.
DUNWOODIE NURSERIES
6 Smart Ave. Yonkers, N. Y.

PACHYSANDRA TERMINALIS
1-yr., field-grown, \$65.00 per 1000.
Rooted cuttings, \$4.25 per 100.
HILLCREST GREENHOUSES
Box 468 Franklin, Pa.

PACHYSANDRAS
Out of 2-in. pots, \$12.00 per 100, \$100.00
per 1000. F.O.B. Elizabeth, N. J.
DELAWARE VALLEY NURSERY
948 N. Broad St. Elizabeth, N. J.

PEONIES

PEONIES
Strong, healthy, 3 to 6-eye divisions.
30c each; 100, 25c each.
500 Couronne d'Or, white
100 Faust, lilac-white
550 Edulis Superba, rose-pink
75 Etta, hydrangea-pink
100 Karl Rosefeld, dark crimson
100 Daubenton, pink
100 Aurore, lilac-white
100 Duke of Clarence, vivid rose
500 General Bertrand, red
500 Venus, light pink
500 Queen Victoria, shell-pink
500 Mme. de Verneville, white
PARKER'S PEONY FARM
Fayetteville, N. Y.

2-YR. FIELD-GROWN PEONIES
Whole clumps, not divided; 6 eyes and up,
\$75.00 per 100; \$700.00 per 1000; divisions,
3 to 5 eyes, \$40.00 per 100, \$350.00 per 1000,
following varieties:
Adolph Rousseau, Albert Crousse, Baroness
Schroeder, Duch. de Nemours, Edulis Su-
perba, Felix Crousse, Festiva Maxima, Gen.
McMahon, Karl Rosefeld, Lady Alex. Duff,
Marie Lemoine, Mons. Jules Elie, Reine Hor-
tense, Sarah Bernhardt.
VERKADE'S NURSERIES, Wayne, N. J.

SURPLUS PEONIES.

	3 to 5-eye	2 to 3-eye
Baroness Schroeder	50	75
Bunker Hill	220	150
Clairette	40	35
Duchess of Portland	70	30
Edulis Superba	155	130
Felix Crousse	200	130
Festiva Maxima	60	95
Georgiana Shaylor	60	35
Karl Rosefeld	150	55
Lady Alexandra Duff	20	110
L'Esclatante	20	30
Longfellow	20	30
Mme. de Verneville	80	50
Mons. Jules Elie	80	125
Mrs. Frank Beach	300	140
Nippon Beauty	50	50
Reine Hortense	35	35
Ruigeane	23	45
Samuel Hughes	60	60
Sarah Bernhardt	25	30
Solange	25	115
Toro-no-maki	80	115
Venus	25	30
Strong, healthy, cut from young block.		
3 to 5-eye, 30c each; 2 to 3-eye, 25c each.		
Will sell the entire lot for 5c less per plant.		

ACT QUICKLY.
HILLENMEYER NURSERIES
Lexington, Ky.

GRAFTED TREE PEONIES
Red, white, pink, purple; 1-yr., \$10.00 per
10; 2-yr., \$15.00 per 10. A yellow Tree Peony
for \$2.50 with each order. Double red Fern-
leaved Peonies, \$18.50 per 10.
ATHA GARDENS, WEST LIBERTY, O.

Turn your Surplus Stock
into cash.
with a Classified Ad in
the American Nurseryman.

PHLOX

PHLOX SUBULATA
(Creeping Phlox)
An excellent choice of varieties.
Freshly dug. Prompt shipment prepaid by us.

Alba, pure white
Astro, deep orchid-rose
Atropurpurea, wine-red
Blue Hills, attractive medium blue
Butterfly, lilac bluish, showy purple eye
Crimson Beauty, brilliant cyclamen-red
Sensation, bright pink with red eyes
Red Wing, large glowing red flowers

Transplants, \$9.50 per 100, \$90.00 per 1000.
Linens, \$5.00 per 100, \$45.00 per 1000, prepaid.

250 or more of one variety at 1000 rate.
All transportation charges prepaid by us.
Careful packing and each variety labeled.
Terms: Cash with order.

TANGLEWOOD FARM
P. O. Box 336-N Phone 1960 Clinton, S. C.

PHLOX SUBULATA
Healthy, undivided field-grown clumps
available after March 15. 15 varieties to
choose from, \$12.00 per 100. When buying
from "Walters" you not only get the best
in quality, but our experience in handling
and shipping "Moss Phlox" is actually a
free bonus on your purchase. "America's
largest grower of Moss Phlox."
WALTERS GARDENS
Route 2 Zeeland, Mich.

For \$4.00

you can offer that surplus in a
classified ad of 10 lines on these
pages—quickly and easily turning
stock into cash.

At 40c PER LINE

you can keep a list of specialty
items before trade buyers through
the selling season at small cost.

Send your copy (count 6 aver-
age words to line) for the April
1 issue to reach us by March 7.

Forms for April 15 issue will
close March 28.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

PIERIS

PIERIS JAPONICA	
CHOICE LINERS	
8 to 12 ins., field rows, 3-yr., TTT.	\$40 \$20
6 to 8 ins., peat bed, 2-yr., TT.	20 10
4 to 6 ins., peat bed, 2-yr., TT.	20 10
Transplants, 1-yr.	10 5
No packing charges.	
BECKHART NURSERIES	
16 Topps Blvd. Newport, R. I.	
PIERIS JAPONICA (ANDROMEDA)	
Per 100 Per 1000	
1-yr., T, 2 to 3 ins.	\$8.00 \$75.00
PLANE VIEW NURSERY	
West Main Rd. Newport, R. I.	

PRIVET

AMUR RIVER NORTH PRIVET
Clean, plump, hand-sorted,
hardwood Amur River North Privet.
Cuttings, \$15.00 per 5000.
Cash with order, packing free.

ALTA VISTA NURSERIES
Brady St. Rd. Davenport, Ia.

Thousands of Amur River North Privet.
Per 100 Per 1000
12 to 24 ins.\$2.00 \$15.00
2 to 3 ft.4.00 30.00
3 to 4 ft.6.00 40.00
Immediate shipment. Satisfaction guaran-
teed. Robinson Nursery Co., Greenville, Ga.

PYRACANTHAS

PIRACANTHA LINERS
Both red and yellow berries.
2½-in. pots.
\$15.00 per 100, \$120.00 per 1000.
Ask for price list on other lining-out stock
and finished material.
WAYNESBORO NURSERIES
Waynesboro, Va.

PYRACANTHAS
Pyracantha coccinea islandi and Pyracan-
tha formosana, from 2½-in. pots. Ready for
1-gal. cans or field planting, \$17.50 per 100,
\$150.00 per 1000.

BLACKWELL NURSERIES
Semmes, Ala.

RHODODENDRONS

STRONG CUTTINGS
Now rooted and fattened 20 to a large lot.
Will grow on and be ready for shipment as
first-class liners May 1.

Group 1: Album elegans, cat. grandiflorum,
roseum superbum, roseum elegans.
Group 2: Cat. album, candidissimum, Reg-
is-lah roseum, luciferum, purpureum elegans.
Group 3: America, Cynthia, caracacum,
Chas. Bagley, F. D. Godman, Ignatius Sarg-
ent, Kate Waterer, Prof. Bettex, Prof.
Rutgers.

Group 1, \$65.00 per 100.
Group 2, \$80.00 per 100.
Group 3, \$100.00 per 100.

Ask for our new list of Rhododendron
Azaleas and Ilex.
JAMES S. WELLS NURSERY, INC.
P. O. Box 141 Red Bank, N. J.

ALL RED 1-YR. GRAFTS
Imported by air, carefully re-established
with a full root system. Ready May 1, 1951.
AMERICA, DR. DRESSELUHYS, R. & I
RAND, IGNATIUS SARGENT, JOHN WAL-
TER, NOVA ZEMBLA.

\$125.00 per 100.
Ask for our new list.
J. S. WELLS NURSERY, INC.
P. O. Box 141 Red Bank, N. J.

RHODODENDRONS
HYBRID RHODODENDRONS
Landscape sizes.
Different colors.
PARMENTIER'S ROSES
Grady St. Bayport, L. I., N. Y.

100,000 hybrid Rhododendrons, liners and
landscape, named varieties; hardy; red, blue,
yellow, black, white; fragrant. 500 varieties
ready March 1. Kordus Nursery, Deer Park
Ave., R. D. 4, Box 152, Huntington, N. Y.

RHODODENDRON MAXIMUM
Nursery-grown and collected, 3 to 7 ft.
high. Well-shaped, symmetrical plants.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

ROSEBUSHES

ROSEBUSHES
2-YR. PLANTS.
Grown, graded and packed to perfection.
246 varieties and 12 different types to choose
from.

WRITE TODAY FOR PRICES AND
YOUR REQUIREMENTS NOW!

ROSEMONT NURSERIES
D. L. Thompson, Owner
Dept. AN Tyler, Tex.

BE SURE TO BUY GOOD ROSES

KRIDER'S is a dependable source for a complete assortment of top-quality patented and standard sure-to-grow roses, at reasonable prices. Our modern refrigerated cold-storage rooms keep stock in perfect condition and full of pep throughout the season. We guarantee complete satisfaction. Order now for immediate or later delivery.

PATENTED ROSES, CALIFORNIA-GROWN
If you order 20 or more patented roses at least 10 of a kind, you may take the 20 rate; 100 or more, 10 of a kind, take the 100 rate.

2-year. No. 1	Each	10	20	100
Chrysler Imperial, red	1.40	1.25	1.20	
Charlotte Armstrong, cerise	1.25	1.12	1.05	
Mirandy, dark red	1.25	1.12	1.05	
Peace, yellow and pink	1.40	1.25	1.20	
Sutter's Gold, deep gold	1.25	1.12	1.05	
Helen Traubel, pink	1.50	1.37	1.30	
Good News, pink	1.25	1.12	1.05	
Montezuma, rose-salmon	1.50	1.37	1.30	
Cl. Golden Showers, yellow	1.50	1.37	1.30	
Carrousel, red	1.25	1.12	.95	
New Yorker, red	1.25	1.12	.95	
Mojave, orange	1.50	1.37	1.30	
Queen Elizabeth, pink	1.40	1.25	1.20	
Buccaneer, canary-yellow	1.40	1.25	1.20	
Tiffany, two-tone pink	1.40	1.25	1.20	
Roundelay, red	1.40	1.25	1.20	
White Knight, white	1.65			

FLORIBUNDA ROSES				
Fashion, coral and red	1.10	1.00	.95	
Goldilocks, yellow	1.00	.87	.80	
Red Pinocchio, red	1.00	.87	.80	
Floradora, orange	.60	.55	.50	
Pinocchio, pink	1.00	.87	.80	
Dagmar, white	.60	.55	.50	
Betty Prior, salmon	.75	.65	.60	
Spartan, orange-red	1.50	1.37	1.30	
World's Fair, red	.75	.65	.60	
White Bouquet, white	1.40			
Improved Lafayette, red	.60	.55	.50	
Jimmy Cricket, orange	1.10	1.00	.95	
Ma Perkins, shell-pink	1.10	1.00	.95	
Circus, multicolor	1.40	1.25	1.20	
Gold Cup, yellow	1.40			
Fussler, red	1.40			

STANDARD HYBRID TEA ROSES
Prices on roses below 10 100 1000
First-class, 2-yr., No. 1, \$.55-\$.50 \$50.00 \$45.00
All orders of 100 roses, at least 10 of a kind, may take the 100 rate; 250 or more take the 1000 rate.

PINK		YELLOW	
Editor McFarland	Golden Dawn		
Picture	Mrs. P. S. du Pont		
The Doctor	Golden Charm		
Salmon Radiance	Eclipse		
RED		WHITE	
McGregory's Scarlet	K. A. Viktoria		
Poinsettia	F. K. Druschki		
TWO-TONE		CLIMBING ROSES	
Rouge Mallerin	Condesa de Sagato		
Crimson Glory	Countess Vandal		
Red Radiance	Talisman		
	Signora		

CLIMBING ROSES
Blaze, red ever-blooming
Gold Rush, yellow blooming
American Beauty, red
Coral Pillar, everbl.
THE KRIDER NURSERIES, INC.
Middlebury, Ind.
Home of Good Roses
Phone Middlebury 81

WESTERN-GROWN ROSEBUSHES
Harvest time has started now. Full assortment of varieties and grades, also booking orders for individually wrapped with colored pictures for counter sales.
Write for descriptive price list with full assortment of Rosebushes, shrubs, fruit trees and vines.
HOME NURSERY GREENHOUSES, INC.
Lock Box 181 Edwardsville, Ill.

ROSEBUSHES
A WIDE ASSORTMENT OF REASONABLY PRICED HIGH-QUALITY ROSEBUSHES WITH FAST, COURTEOUS SERVICE IS WHAT YOU GET AT
MARTIN'S ROSE NURSERY
P. O. Box 155 Phone UL-92191 Arp, Tex.
(A copy of our 1957-58 price list will be mailed to you upon request.)

OUR OWN FIELD-GROWN ROSEBUSHES
For early winter.
Standard varieties, No. 1, 50¢; No. 1½, 40¢.
Patented varieties available at fixed prices.
Budded on seedlings with a fine root system, ideal for potting or home planting.
DANEGER'S HI-WAY NURSERY, INC.
Box 336 Milford, Del.

NORTHERN FIELD-GROWN ROSES
Extra strong. Standard and patented varieties. Hybrid Teas, grandiflora and climbers. No. 1 and medium grade. Our medium grade recommended for potting up purposes. Very liberally graded. Ask for complete list and prices.
D & D ROSE GARDENS, Eatontown, N. J.

ROSES
Hybrid Teas, climbers, polyanthas and floribundas. Excellent quality, priced reasonably. List of varieties free on request.
LINDALE NURSERY
Box 141 Phone 13F2-W Lindale, Tex.

ROSES
2-yr., field-grown, state inspected Rosebushes for immediate or later shipment. Tied in bundles of 10 of a grade and variety. Terms: Cash, or 25 per cent cash and balance C.O.D. Packing free.
Priced each, F.O.B. Lindale.
100 or more
No. 1 grade, 35¢
No. 1½ grade, 30¢
No. 2 grade, 25¢
RED
Better Times
E. G. Hill
Night
Red Radiance
Ami Quinard
Etelle de Hollande
*Syracuse
Poinsettia
Crimson Glory
PINK
Pink Radiance
*The Doctor
Mrs. Chas. Bell
Briarcliff
Editor McFarland
Columbia
Shell Radiance
Picture
Paul Neyron
WHITE
K. A. Viktoria
Caledonia
Frau Karl Druschki
White Am. Beauty
Koenigin Luise
TWO-TONE
Pres. Hoover
Talisman
Betty Unrichard
Nellie Perkins
*Denotes 1½ and 2 only.
WELLS NURSERY
J. J. Wells, Owner
Box 625 Phone 12F4W Lindale, Tex.

3-YR. FIELD-GROWN BUSHES
IRRIGATED, CULTIVATED, FERTILIZED AND DUSTED REGULARLY
BARE-ROOT, F.O.B. TYLER
100 to 495 \$2.00 to 1000
No. 1 35¢ each No. 1 32½¢ each
No. 1½ 27¢ each No. 1½ 25¢ each
No. 2 20¢ each No. 2 18¢ each
Individually wrapped in attractive bags, picture label, paraffin dipped, 10¢ per bush extra. Package of 2 No. 2, 75¢ per package. No packing charge on 100 or more plants.
MALONE NURSERY
502 S. Broadway Tyler, Tex.

THE SEASON'S BEST DEAL
See for yourself
BY
sending for our 1957-58 trade list.
WE STILL OFFER YOU A CHOICE OF
BARE-ROOT AND PREPARED,
PATENT AND STANDARD ROSES.
NEW LONDON ROSES
"The Rose Nursery"
P. O. Box 876 Overton, Tex.

Rosebushes, good assortment of high quality, grown, graded, packed by latest methods. Write for list. Tate Nursery, Rt. 3, Tyler, Tex.

SEEDS
SPANISH SCOTCH PINE SEED
ORDER NOW
New crop ready for shipment.
We are the only known importers of this strain of Pinus sylvestris Spanish Scotch seed. This is the first time we can offer it in unlimited amounts. Sample 1-yr. seedling sent on request for examination.
1 to 5 lbs. \$3.00 per lb.
5 to 10 lbs. 7.50 per lb.
10 to 15 lbs. 7.00 per lb.
15 to 25 lbs. 6.50 per lb.
25 to 50 lbs. 6.00 per lb.

F. D. HALL NURSERY
R. D. 4 Butler, Pa.

SHRUBS AND TREES
PINUS STROBUS (WHITE PINE)
Nursery-grown, transpl. Each, 10 100
2 to 3 ft., B.&B. \$1.50 \$1.25
3 to 4 ft., B.&B. 2.25 2.00
4 to 5 ft., B.&B. 3.00 2.75
5 to 6 ft., B.&B. 4.25 4.00
Large specimen quoted by request.
Kalmia latifolia
18 to 24 ins., B.&B. 2.00 1.90
24 to 30 ins., B.&B. 2.75 2.50
Rhododendrons, maximum
18 to 24 ins., B.&B. 2.00 1.90
24 to 30 ins., B.&B. 2.75 2.50
30 to 36 ins., B.&B. 3.25 3.00
catawbiense, 18 to 24 ins., B.&B. 3.00 2.75
24 to 30 ins., B.&B. 3.50 3.25
Juniperus virginiana, 2 to 3 ft., B.&B. 1.25 1.00
3 to 4 ft., B.&B. 1.75 1.50
4 to 5 ft., B.&B. 2.25 2.00
Cercis canadensis, 5 to 6 ft., tree form, bare-root 1.00 .75
Let us quote on your needs.
J. A. WEDDINGTON & SON
4414 Holston Dr. Knoxville, Tenn.
Phone 3-4417

TOP-QUALITY
FLOWERING SHRUBS AND TREES
AVAILABLE FOR IMMEDIATE DELIVERY
PLACE RESERVATION ORDER EARLY
Doe. 100
Hydrangea petiolaris (climbing Hydrangea) \$15.00 \$100.00
Cydonias (flowering Quince), 2 and 4-yr.
Spitfire (pat. No. 830), crimson-red Charming, shell-pink
Coral Beauty, coral
Stanford, geranium-red
Rowallane, scarlet
2 to 3 ft. 20.00 150.00
Knaphill (dwarf), vermilion-red, 18 to 24 ins. 20.00 150.00
Nivalis, white, 2 to 3 ft. 25.00 190.00
Pyracantha Kusan (hardy, heavy fruiting), qt. cans. 12.00 85.00
Foraythias
Spring Glory, 2 to 3 ft. 4.50 45.00
3 to 4 ft. 4.50 45.00
Lynwood Gold, 2 to 3 ft. 7.25 60.00
3 to 4 ft. 8.50 60.00
Beatrix Farrand (new), 2 to 3 ft. 11.00 75.00
3 to 4 ft. 13.00 85.00
Malus Crispum Brilliant, pat. No. 933, 5 to 6 ft. 35.00 290.00
6 to 7 ft. 50.00 390.00
Azalea mucronulata (well budded); fine for sales lot sales, early flowering.
12 to 18 ins. 18.00 125.00
15 to 18 ins. 22.50 180.00
18 to 24 ins. 29.50 275.00
Berberis Crispum Pygmy (new red dwarf Barberry), 6 to 8 ins. 8.50 60.00
Ilex convexa, bushy plants in gallon cans; 15 to 18 ins. 15.00 100.00
Azalea mollis, 8 to 10 ins. 7.25 60.00
Cornus florida (bushy plants), 2½ to 3 ft. 15.00 100.00
Pieris gracilis, 15 to 18 ins. 7.50 45.00
Hydrangea domotol, double pink, heavy 2-yr. 12.00 80.00
Prunus pissardi rosea, 5 to 6 ft. 18.00 125.00
Philadelphus (French Mock Orange)
Atlas, 3 to 4 ft. 8.00 50.00
Belle Etolie 3 to 4 ft. 8.00 50.00
Enchantment (double), 3 to 4 ft. 8.00 50.00
Innocence, 3 to 4 ft. 8.00 50.00
Viginalis (dbl.), 3 to 4 ft. 8.00 50.00
Salix
French Pussy Willow, 3 to 4 ft. 8.50 60.00
Salamoni (new hardy Weeping Willow), 8 to 10 ft. 20.00 150.00
Tamarix Fk. Cascade, 2 to 4 ft. 12.00 85.00
Viburnums
Burkwood, 18 to 24 ins. 10.00 65.00
2 to 3 ft. 15.00 100.00
3 to 4 ft. 20.00 150.00
Caricephalum, pat. No. 776, 15 to 18 ins. 20.00 150.00
18 to 24 ins. 25.00 190.00
2 to 3 ft. 30.00 225.00
3 to 4 ft. 35.00 280.00
Weigela
Bristol Ruby, pat. No. 492, 2 to 3 ft. 11.00 75.00
3 to 4 ft. 12.00 80.00
Vaniceki, 2 to 3 ft. 8.50 60.00
3 to 4 ft. 10.00 70.00
Callicarpa purpurea (violet Jewel Berry), 2 to 3 ft. 12.00 85.00
PERENNIAL PLANTS AND GROUND COVERS
Baltica Ivy, 2½-in. pots. 4.75 25.00
Vinca Bowles var. 2½-in. pots 6.25 25.00
Polygonum reptans 6.25 25.00
Plumbago larpatensis 6.25 25.00
Iberis sempervirens 6.25 25.00
Funkia variegata, large 3-yr. field clumps, 10 to 20 eyes, each 40.00
Roses, large No. 1 grade
Thor (largest hardy double red climber), pat. No. 287, 16.90 120.00
Gold Cup (1958 All-America Rose Selections Winner), yellow Floribunda P.R.R., 14.00 120.00
(8 plants at doe. rate; 25 plants at 100 rate.)
THE WAYSIDE GARDENS CO.
Mentor, O.
Phone Painesville (Elmwood 7-7538)

LINING-OUT SHRUBS
1-YR. ROOTED CUTTINGS
Per 100
500 Zabel Honeysuckle, 4 to 6 ins. \$ 5.00
2000 Zabel Honeysuckle, 8 to 9 ins. 6.00
700 Zabel Honeysuckle, 9 to 12 ins. 7.00
1500 Zabel Honeysuckle, 12 to 15 ins. 8.00
400 Zabel Honeysuckle, 15 to 18 ins. 10.00
200 Morrow Honeysuckle, 12 to 15 ins. 8.00
275 Fragrant Honeysuckle, 9 to 12 ins. 8.00
200 Cornus sibirica, 6 to 9 ins. 8.00
500 Forsythia intermedia, 15 to 18 ins. 6.00
225 Forsythia Spring Glory, 12 to 15 ins. 8.00
375 Purple Lilac, trans., 9 to 12 ins. 8.00
150 Philadelphus virginialis, 6 to 9 ins. 8.00
775 Lodense Privet, 4 to 6 ins. 5.00
1800 Amur River Privet, 12 to 15 ins. 5.00
2000 Ash Privet, 9 to 12 ins. 3.00
175 Spiraea vanhouttei, 12 to 15 ins. 8.00
100 Symphoricarpos chenaultii, 9 to 12 ins. 7.00
350 Basket Willow (Tying), 18 to 24 ins. 6.00
200 Lombardy Poplar, 2 to 3 ft. 8.00
Cash with order, free packing.
HENRY NURSERIES, HENRY, ILL.

SHRUBS and TREES—Continued

WHOLESALE, NURSERY-GROWN SEEDLINGS, SPRING 1958			Each 100 rate 1000	
<i>Acer platanoides</i> (Norway Maple)	1-yr. seedlings	3 1/2 c	3c	
<i>Albizia julibrissin</i> (Mimosa)	6 to 12 ins.	4c	2 1/2 c	
	12 to 18 ins.	5c	3c	
	18 to 24 ins.	7c	5c	
<i>Alnus cordata</i> (Italian Alder)	12 to 18 ins.	9c	6c	
	18 to 24 ins.	12c	9c	
	2 to 3 ft.	15c	12c	
<i>Celastrus orbiculatus</i> (Chinese Bittersweet)	No. 1, heavy, 18 to 24 ins.	10c	8c	
	Extra heavy, 2 to 3 ft.	15c	12c	
<i>Cercis canadensis</i> (Redbud)	6 to 12 ins.	6c	4c	
	12 to 18 ins.	7 1/2 c	6c	
<i>Fraxinus ornus</i> (Flowering Ash)	6 to 12 ins.	6c	5c	
	12 to 18 ins.	8c	6c	
	18 to 24 ins.	12c	10c	
	2 to 3 ft.	15c	13c	
<i>Juglans nigra</i> (Black Walnut)	12 to 18 ins.	7c	5c	
<i>Lonicera maackii</i> (Amur Honeysuckle)	6 to 12 ins.	5c	4c	
<i>Malus sieboldii</i> (Toringo Crab Apple)	6 to 12 ins.	5c	3c	
	12 to 18 ins.	7c	5c	
<i>Nyssa sylvatica</i> (Black Gum)	4 to 6 ins.	5c	3c	
	6 to 8 ins.	7c	5c	
<i>Phellodendron amurense</i> (Amur Cork Tree)	6 to 12 ins.	7c	5c	
<i>Pinus nigra</i> (Austrian Pine)	2 to 4 ins.	3c	2 1/2 c	
<i>Pinus strobus</i> (White Pine)	2 to 4 ins.	3c	2 1/2 c	
<i>Pinus sylvestris</i> (Austrian Hills, blue-green type Scotch Pine)	4 to 6 ins.	3c	2 1/2 c	
	6 to 8 ins.	5c	3 1/2 c	
	8 to 12 ins.	7c	5c	
<i>Pinus thunbergii</i> (Japanese Black Pine)	4 to 6 ins.	7c	5c	
	6 to 8 ins.	9c	7c	
<i>Prunus americana</i> (American Plum)	No. 1, 3/16 to 3/4-in. cal.	4 1/2 c	4c	
	3/4-in. cal. and up	5c	4 1/2 c	
<i>Prunus cerasifera</i> (Myrobalan)	No. 1, 3/4-in. and up	\$4.20	\$37.00	
	No. 2, 3/16 to 3/4-in. cal.	4.00	35.00	
	No. 3, 2/16 to 3/16-in. cal.	3.10	27.00	
	About 2/16-in. cal.	2.30	20.00	
<i>Prunus mahaleb</i> (same sizes and prices as Myrobalan)				
<i>Prunus tomentosa</i> (Nanking Cherry)	4 to 6 ins.	5c	3c	
<i>Pueraria thunbergiana</i> (Kudzu)	No. 1	6c	5c	
	No. 2	5c	4c	
<i>Syringa vulgaris</i> (Lilac)	2 to 4 ins.	4c	2 1/2 c	
	4 to 6 ins.	6c	4c	
<i>Ulmus parvifolia</i> (True Chinese Elm)	4 to 6 ins.	4c	3c	
	6 to 12 ins.	9c	7c	

Please note: This list is accurate as of January 30, 1958. Many items will be snapped up quickly, so please book without delay to avoid disappointment.

Plants are tied 25 to the bundle, so please order in units of 25, 25 to 300 take the 100 rate; 300 or more take the 1000 rate. Prices are F.O.B. Elsberr—any necessary crates at cost.

All plants offered are grown in our own nursery. None are collected and we broker no plants.

FORREST KEELING NURSERY
Elsberry, Mo.

LIMITED SUPPLY OF GRAFTS AVAILABLE
Send your order in at once!
Apple bench grafts, for March 1 delivery; leading varieties, \$15.00 per 100, \$62.50 per 500, \$100.00 per 1000.

Flowering Crab bench grafts, for March 1 delivery: Hopsa, Eley, Aldenheim, Parkman, \$20.00 per 100, \$90.00 per 500, \$150.00 per 1000. Almey, \$25.00 per 100.

NATIVE SHADE TREES
Heavy branched.
Red (rubrum) Maple, Pin Oak, Sweet Gum, River Birch and River Birch clumps.

	Each	100
* 3 to 4 ft., bare-root	\$ 0.75	
* 4 to 5 ft., bare-root	1.00	
* 5 to 6 ft., bare-root	1.25	
* 6 to 8 ft., bare-root	2.50	2.00
* 8 to 10 ft., bare-root	3.50	3.25
1 to 1 1/2-in. B&B	6.50	6.00
2 to 2 1/2-in. B&B	12.00	11.50
2 1/2 to 3-in. B&B	16.50	16.00
3 to 3 1/2-in. B&B	22.00	21.00

Grades marked with * sold only in quantities of 50 or more.

EGYPTIAN NURSERY & LANDSCAPE CO.
Farina, Ill.

POTTED GRAFTS, 1-YR.

	Per 100
<i>Acer palmatum atropurpureum</i>	\$75.00
<i>Acer palmatum atropurpureum dissectum</i>	75.00
<i>Fagus sylvatica riversi</i>	75.00

ROOTED CUTTINGS, 1-YR., BEDDED

Per 100 Per 1000

<i>Chamaecyparis cyano viridis</i> , 3 to 4 ins.	\$15.00	
<i>Euonymus patens</i> , 4 to 6 ins.	10.00	\$ 90.00
<i>Chamaecyparis filifera aurea</i> , 4 to 6 ins.	15.00	
<i>Ilex bullata</i> , 4 to 6 ins.	10.00	90.00
<i>Ilex crenata</i> , 5 to 8 ins.	10.00	90.00
<i>Ilex glabra</i> , 4 to 6 ins.	10.00	
<i>Juniper, Hetz</i> , 4 to 6 ins.	12.00	100.00
<i>Taxus capitata, tips</i> , 6 to 8 ins.	15.00	
<i>Taxus cuspidata</i> , 4 to 6 ins.	10.00	90.00
<i>Taxus hatfieldi</i> , 4 to 6 ins.	10.00	90.00
<i>Taxus hicksii</i> , 4 to 6 ins.	10.00	90.00
<i>Thuja George Peabody</i> , 5 to 8 ins.	10.00	90.00
<i>Thuja nigra</i> , 5 to 8 ins.	10.00	90.00
<i>Azalea kinodogiri</i> , 2-yr. trans. (well-branched), 4 to 6 ins. (Transplanted in flats)	25.00	
<i>Azalea Hino-Crimson</i>	12.00	100.00
<i>Azalea kinodogiri</i>	12.00	100.00
<i>Azalea Kaempferi Fedora</i>	12.00	100.00
<i>Euonymus japonicus</i>	12.00	100.00
<i>Pieris japonica</i>	12.00	100.00
<i>Pachysandra</i>	4.00	35.00

YR. SEEDLINGS

<i>Acer palmatum</i>	3.00	25.00
<i>Cornus florida</i>	5.00	40.00
<i>Chinese Chestnut</i>	10.00	
<i>Fagus sylvatica</i>	10.00	90.00
<i>Taxus capitata</i>	5.00	40.00

2-YR. SEEDLINGS

<i>Azalea schlippenbachii</i>	15.00	
<i>Azalea mollis</i> (2-yr. transp.)	15.00	
<i>Acer palmatum</i>	6.00	50.00
<i>Balsam Fir</i> , 3 to 5 ins.	4.00	35.00
<i>Colorado Pine</i> (glauca), 4 to 8 ins.	8.00	70.00
<i>Concolor Fir</i> , 3 to 5 ins.	8.00	60.00
<i>Cornus florida</i> , 3 to 14 ins.	6.00	50.00
<i>Douglas Fir</i> (glauca), 4 to 8 ins.	6.00	45.00
<i>Douglas Fir</i> (viridis) (green), 4 to 8 ins.	6.00	45.00
<i>Ilex crenata</i> , 4 to 6 ins.	5.00	40.00

(2-yr. transplants)

Leucothoe catesbaei (2-yr. transp.), 6 to 10 ins. 30.00

Picea excelsa, 4 to 8 ins. 3.50 25.00

Picea engelmannii, 3 to 6 ins. 6.00 50.00

Picea (Black Hills Spruce), 3 to 6 ins. 5.00 40.00

Picea pungens glauca, 3 to 5 ins. 4.00 35.00

Picea sitchensis (Sitka), 3 to 5 ins. 6.00 50.00

Picea (White Spruce), 4 to 6 ins. 3.50 25.00

Pinus strobus, 4 to 6 ins. 3.50 25.00

Pinus sylvestris, 4 to 6 ins. 3.50 25.00

Pinus thunbergii, 4 to 6 ins. 4.00 30.00

Taxus capitata, 4 to 6 ins. 7.00 60.00

Thuja occidentalis, 4 to 6 ins. 5.00 40.00

Thuja orientalis, 4 to 6 ins. 3.50 30.00

Tsuga canadensis diversifolia, 3 to 4 ins. 6.00 50.00

Tsuga canadensis, 3 to 4 ins. 6.00 50.00

3-YR. TRANSPLANTS

Douglas Fir, 5 to 8 ins. 50.00

Taxus capitata, 4 to 6 ins. 12.00 100.00

Taxus caroliniana, 3 to 6 ins. 10.00 95.00

Tsuga canadensis, 4 to 7 ins. 8.00 70.00

Pinus strobus, 6 to 8 ins. 8.00 70.00

4-YR. TRANSPLANTS

Douglas Fir, 6 to 12 ins. 10.00

Picea excelsa, 6 to 8 ins. 6.00 50.00

Picea pungens glauca, 4 to 8 ins. 7.00 60.00

Tsuga canadensis, 5 to 8 ins. 10.00 95.00

Tsuga canadensis, 4 to 10 ins. 14.00

Tsuga canadensis, 10 to 13 ins. 20.00 190.00

VAN DINE NURSERY

287 Berdan Ave. Wayne, Pa.

NEW! ROYAL PURPLE SMOKEBUSH

(*Rhus cotinus*, royal-purple)

There are several varieties of purple Smokebush, although Royal Purple is considered the very best. Several varieties of Smokebush have been tried out in the nursery with Royal Purple always turning out to be the most outstanding. I am convinced of this to the extent that it is the only one now being propagated in the nursery. Royal Purple keeps its rich, dark purple reddish colored foliage from spring to late fall. In late summer the matured leaves show a mottled edge which is a light red edge around the dark purple leaf. It is an outstanding plant in that it draws the attention of all who visit the nursery and is greatly admired for its brilliant foliage. The foliage is darker than any red Japanese Maple. The plant is adaptable for use as a lawn specimen, especially in locations where the Japanese Maple is not hardy. Royal Purple is the only purple Smokebush to receive a certificate of merit from the Royal Horticultural Society. The branches make an excellent filler for bouquets, especially with chrysanthemums.

2 to 3 ft., bare-root, 2 to 5 branches, 1 to 99, \$1.75 each; 100 or more, \$1.50 each.
3 to 4 ft., bare-root, per 100, \$3.50 each;
per 100, \$3.00 each.

Circular with colored picture of Royal Purple Smokebush sent on request.

C. HOOGEBOORN, NURSERYMAN

Newport, R. I.

SEEDLINGS AND TRANSPLANTS

Per 100 Per 1000

Taxus capitata 2-yr., 3 to 6 ins. \$10.00 \$ 80.00

Pine, Austrian 2-yr., 3 to 6 ins. 4.00 20.00

3-yr., 8 to 12 ins. 5.00 35.00

T, 8 to 12 ins. 12.00 80.00

T, 12 to 18 ins. 15.00 120.00

Pine, Mugo (dwarf) 2-yr., 1 to 3 ins. 4.00 30.00

3-yr., 4 to 8 ins. 6.00 50.00

Pine, Scotch 2-yr., 4 to 6 ins. 4.00 25.00

T, 6 to 12 ins. 12.00 75.00

T, 12 to 15 ins. 15.00 100.00

Spruce, Colorado 2-yr., 2 to 4 ins. 4.00 25.00

3-yr., 4 to 8 ins. 6.00 40.00

T, 4 to 8 ins. 12.00 80.00

T, 6 to 12 ins. 15.00 120.00

Spruce, Engelmann 2-yr., 2 to 4 ins. 4.00 25.00

Spruce, Norway 2-yr., 3 to 6 ins. 4.00 20.00

3-yr., 6 to 12 ins. 5.00 30.00

4-yr., 8 to 15 ins. 6.00 40.00

T, 8 to 12 ins. 12.00 75.00

Fir, Douglas 2-yr., 4 to 8 ins. 5.00 25.00

Hemlock, Canadian 2-yr., 4 to 8 ins. 8.00 40.00

Larch, decidua 2-yr., 12 to 24 ins. 4.00 30.00

3-yr., 12 to 24 ins. 8.00 50.00

4-yr., 24 to 30 ins. 25.00

Mountain Ash 1-yr., 8 to 12 ins. 6.00 40.00

1-yr., 12 to 18 ins. 8.00 50.00

1-yr., 18 to 24 ins. 10.00 60.00

Dogwood, White 1-yr., 8 to 12 ins. 4.00 35.00

1-yr., 12 to 15 ins. 6.00 45.00

Privet, Regels 1-yr., 12 to 18 ins. 8.00 60.00

2-yr., 12 to 24 ins. 12.00 100.00

3-yr., T, 18 to 24 ins. 16.00 150.00

Complete catalog on request.

HEASLEY'S NURSERIES

247 Freepoint Rd. Butler, Pa.

SHRUBS AND TREES

Per 100

Azalea mollis, 3-yr., 6 to 8 ins. \$20.00

3-yr., 8 to 10 ins. 30.00

4-yr., 10 to 12 ins. 40.00

4-yr., 12 to 14 ins. 50.00

Azaleas Othello, Boudoir, MaryAnn, Herbert, Hino-Crimson, Corsage, 6 to 8 ins. \$70.00 10 to 12 ins. \$95.00

8 to 10 ins. \$80.00 12 to 15 ins. \$120.00

Euonymus alatus compactus, 1-yr., T, \$14.00

Rhododendron, from red parents; 15 to 18 ins. B&B. 300.00

Taxus cuspidata, 1-yr., T. 17.50

2-yr., T. 25.00

3-yr., T, 6 to 8 ins. 30.00

Taxus cuspidata capitata, tips, 20.00

1-yr., T. 15.00

Andorra Juniper, 1-yr., T. 15.00

QUALITY ROOTED CUTTINGS

These are made 8 ins. and are heavy cuttings with a wonderful root system.

Per 100 Per 1000

Taxus cuspidata \$10.00 \$ 85.00

Taxus cuspidata capitata, tips 12.00 110.00

Taxus andersonii 11.00 100.00

Taxus sieboldii 11.00 100.00

Taxus hicksii 11.00 100.00

Taxus repandens 13.00 120.00

Thuja pyramidalis compacta 11.00 100.00

Juniperus excelsa stricta 11.00 100.00

Juniperus sabin 11.00 100.00

Andorra Juniper 11.00 100.00

Juniperus pfitzeriana 11.00 100.00

Juniperus pfitzeriana hetzi 10.00 95.00

13 FLATS OF 100, TRANSPLANTED

Azalea mollis \$12.00

Azaleas Othello, Herbert, Boudoir, Corsage and MaryAnn 8.00

Cash with order earns free packing.

We pay express charges on rooted cuttings.

B&B and flats will be packed at cost.

R. D. 2 LINCOLN Grand Rapids 4, Mich.

SHRUBS AND TREES

<i>Taxus cuspidata</i> capitata	100	1000
2-yr. seedlings, 4 to 6 ins.	39.00	175.00
3-yr. transp. seedl., 4 to 8 ins.	15.00	125.00
<i>Tsuga canadensis</i>		
2-yr. transplanted, 4 to 6 ins.	10.00	85.00
3-yr. transplanted, 6 to 8 ins.	16.00	125.00
4-yr. transplanted, 8 to 12 ins.	25.00	200.00
<i>Cornus florida</i>		
1-yr. seedlings, No. 1	6.00	50.00
1-yr. seedlings, No. 2	5.00	40.00
2-yr. seedlings, No. 1	12.50	100.00
<i>Astromeda japonica</i>		
transplanted cuttings	17.50	150.00

ROOTED CUTTINGS FROM SAND

<i>Taxus andersonii</i>	15.00	125.00
<i>Taxus brevifolia</i>	15.00	125.00
<i>Taxus Moon's columaris</i>	15.00	125.00
<i>Taxus densiformis</i>	15.00	125.00
<i>Taxus Halloran</i>	15.00	125.00
<i>Taxus henryi</i>	15.00	125.00
<i>Taxus brownii</i>	11.00	100.00
<i>Taxus cuspidata nana</i>	11.00	100.00
<i>Taxus hatfieldi</i>	11.00	100.00
<i>Taxus intermedia</i>	11.00	100.00
<i>Taxus huneuwalliana</i>	11.00	100.00

1-YR. BEDDED

<i>Taxus andersonii</i>	17.50	150.00
<i>Taxus brownii</i>	17.50	150.00
<i>Taxus cuspidata</i>	17.50	150.00
<i>Taxus hatfieldi</i>	17.50	150.00
<i>Taxus hickii</i>	17.50	150.00
<i>Taxus huneuwalliana</i>	17.50	150.00

We also have to offer a complete assortment of potted grafted stock, root grafts of Kwansan Cherry, Crab Apples, Lilacs, etc. Please ask for complete list. Special prices on quantity orders.

NURSERY SALES, INC.

P. O. Box 295 Ridgewood, N. J.

QUALITY NURSERY-GROWN SEEDLINGS

Pin Oak (<i>Quercus palustris</i>)	Per 100	Per 1000
4 to 12 ins.	\$4.00	\$35.00
6 to 8 ins.	3.00	20.00
Red Oak (<i>Quercus rubra</i>)		
10 to 18 ins.	6.00	55.00
6 to 8 ins.	3.00	20.00
Sugar Maple (<i>Acer saccharum</i>)		
4 to 12 ins.	4.00	35.00
Sweet Gum (<i>Liquidambar styraciflua</i>)		
8 to 12 ins.	4.00	35.00
White Ash (<i>Fraxinus americana</i>)		
12 to 18 ins.	5.00	45.00
Thornless Honey Locust (<i>Gleditsia triacanthos inermis</i>)		
12 to 18 ins.	5.00	45.00
18 ins. and better	8.00	70.00
Tulip Poplar (<i>Liriodendron tulipifera</i>)		
10 to 18 ins.	4.00	35.00
Red Cedar (<i>Juniperus virginiana</i>)		
10 to 18 ins.	5.00	35.00
Mugo Pine (<i>Pinus mugo</i> var. <i>pumilio</i>)		
dwarfest of the dwarf	3.00	20.00
Chinese Arborvitae (<i>Thuja orientalis</i>)		
northern strain	3.00	20.00
10 to 18 ins.	6.00	55.00
Austrian Pine (<i>Pinus nigra</i>)		
8 to 12 ins.	4.00	30.00
4 to 8 ins.	3.00	20.00

Plants are tied in bundles of 25, 50 or more at 1000 rate. Prices are F.O.B. Hamlet, Ind. All plants are grown in our own nursery under irrigation.

STANLEY J. HENSLEY

Forester-Nurseryman Hamlet, Ind.

TAXUS, ROOTED CUTTINGS

<i>Cuspidata</i> , 4 to 6 ins.	10	100	1000
<i>Cuspidata</i> , 6 to 8 ins.	11	98	80.07
<i>Hatfieldi</i> , 4 to 6 ins.	10	97	80.07
<i>Hatfieldi</i> , 6 to 8 ins.	11	98	97
<i>TAXUS</i> , 1-YR. X			
<i>Cuspidata</i> , 6 to 8 ins.	20	15	13
<i>Hatfieldi</i> , 4 to 6 ins.	18	16	14
<i>Hatfieldi</i> , 6 to 8 ins.	20	15	13
<i>Brownii</i> , 4 to 6 ins.	18	16	14
<i>ILEX</i> , 1-YR. X			
<i>Convexa</i> , 6 to 8 ins.	18	15	13
<i>Convexa</i> , 8 to 10 ins.	20	17	15
<i>Microphylla</i> , 4 to 6 ins.	18	15	13
<i>Quercus</i> (female), 6 to 8 ins.	35	30	30

ALEAS, rooted cuttings

Joseph Haydn (Vuyk) Fedora (Kaemp.)	10	98	98
Mosart (Vuyk) Mildred Mae (Gable)	10	98	98
Carmen (Kaemp.) Hino-Crimson	10	98	98

2-IN. POTTED PLANTS

<i>Buxus koreana</i> microphylla	20	15	13
<i>Pyracantha</i> coccinea islandia	25	20	18
MALUS, ROOT GRAFTS	15	12	10
Eley, purple-red	Hopa, purple-red		
<i>Astroanguinea</i> , red-	Dolgo, white		
white	Floribunda, pink-white		

TERMS: 5 per cent discount on all orders with cash. Packing is free, 25 per cent cash sent with order, balance plus packing charges paid C.O.D. If parcel post is desired, enclosed 10 per cent of order, balance to be refunded.

WOODFERN NURSERY

Woodfern Rd. Neshean Station, N. J.

VIBURNUM CARLESI

Seedlings that have been bedded 2 years. Excellent for lining out or for pre-wrapping for cash and carry. In lots of 25 or more, 11 to 15 ins., 60c; 15 to 18 ins., 75c.

HILLENMEYER NURSERIES

Lexington, Ky.

ROOTED CUTTINGS

Spring delivery	Each	100	1000
<i>Taxus cuspidata</i> , capitata			
brownii	\$0.10	\$0.05	
Arborvitae, Pyramidal, Globe	.10	.08	
Junipers, Pfitzer, hetzi, Savin V.E.	.10	.08	
BED LINERS, 2-YR.			
Junipers, Pfitzer, Savin V.E.	.35	.30	
Arborvitae, Pyramidal, Globe	.35	.30	
American	.35	.30	
4-YR. LINERS			
<i>Taxus cuspidata</i> , XX.			
8 to 10 ins.	.75	.65	
<i>Taxus capitata</i> , XX.			
8 to 12 ins.	.75	.65	
<i>Taxus hickii</i> , XX.			
8 to 12 ins.	.75	.65	
Scotch Pine, XX, 12 to 24 ins.	.75	.65	

SHRUBS AND TREES

<i>Forsythias</i> , 3 to 4 ft.	.45	.40
<i>Philadelphus virginialis</i> , T.	.35	.30
10 to 15 ins.	.35	.30
Birch, European White Multiple		
100 8 to 15 ft., B&B, \$10.00 each.		
25 15 to 18 ft., B&B, \$15.00 each.		
Chinese Elm, 6 to 12 ins., S., \$10.00 per 1000.		
12 to 14 ins., S., \$25.00 per 1000.		
200 1 1/4 to 2 1/4 ins., TT.	3.65	
300 1/4 to 2 1/4 ins., TT. row-run	3.00	
500 Silver Maple, 1 to 1 1/4 ins., TT	1.75	

TERMS: 2 per cent discount, cash with order, free packing. One-fourth deposit holds your order until spring. 25 at 100 rate; 250 at 1000 rate.

WRITE FOR COMPLETE PRICE LIST.

RICHARDSON NURSERIES

53947 Fir Rd., R. 1 Granger, Ind.

Phone Blackburn 9-1010.

SPRING 1958 WHOLESALE PRICE LIST

LINERS, 2-yr., bedded stock 100 1000

Juniperus glauca hetzi, 12 to 14 ins., S., \$25.00 \$200.00

Juniper, Andorra, 10 to 12 ins., S., 22.00 180.00

Ilex rotundifolia, 6 to 8 ins., S., 15.00 100.00

Ilex rotundifolia, 8 to 10 ins., S., 17.00 125.00

Unnamed *Rhododendron* hybrids of hardy

panicum, well-branched catwinkle parent,

age. Good foliage with firm, lightweight ball,

twice transplanted, bed-grown. Jap. beetle

certified.

4 to 6 ins., \$25.00 per 100, \$200.00 per 1000

6 to 8 ins., 30.00 per 100, 250.00 per 1000

250 plants at 1000 rate. Stock offered sub-

ject to prior sale. Free packing. F.O.B.

Willoughby, O. Terms: 2 per cent discount

for cash with order, or by express C.O.D.

Open Sundays. Visitors welcome.

Balled and burlapped; well-sheared stock.

Pick up at nursery.

JUNIPERUS GLAUCA HETZI

Each, 1 to 10 to 25 25 up

18 to 24 ins., B&B, \$2.25 \$2.00 \$1.75

ILEX ROTUNDIFOLIA

14 to 18 ins., B&B, 2.00 1.75 1.50

LITTLE ACRES NURSERY

R. D. 2, Chardon Rd., Willoughby, O.

RED-FLOWERING DOGWOOD

(*Cornus florida* rubra)

7 to 8 ft., B&B, lots of bloom buds... \$6.00

6 to 7 ft., B&B, lots of bloom buds... 5.00

5 to 6 ft., B&B, lots of bloom buds... 4.00

4 to 5 ft., B&B, lots of bloom buds... 3.50

3 to 4 ft., B&B, lots of bloom buds... 2.00

2 to 3 ft., B&B, lots of bloom buds... 1.50

WHITE-FLOWERING DOGWOOD

(*Cornus florida*)

6 to 8 ft., B&B, \$4.00; 5 to 6 ft., B&B,

\$3.00; 4 to 5 ft., B&B, \$2.50; 3 to 4 ft., B&B,

\$2.00.

CRAPE MYRTLE

Watermelon red, pink, purple,

3-yr. and 2-yr. transplants.

4 to 5 ft., 3-yr., 75c; 3 to 4 ft., 3-yr., 50c;

2 to 3 ft., 3-yr., 40c; 2 to 3 ft., 2-yr., 30c;

18 to 24 ins., 2-yr., 25c. Dwarf blue,

2-yr., 25c.

Write or phone for best prices on assorted

SHADE TREES, including thornless Honey

Locust, Pin Oak, Sugar Maple, Silver Maple,

Chinese Elm, Redbud and Sweet Gum, in

many sizes and quantity lots, all nursery

grown.

SHAHAN NURSERIES

Tullahoma, Tenn.

SHRUBS

ALTHAEAS, NAMED VARIETIES

2 to 3 ft., 65c

3 to 4 ft., 75c

DEUTZIA GRACILIS

15 to 18 ins., 50c

18 to 24 ins., 60c

FORSYTHIA SPECTABILIS

2 to 3 ft., 50c

3 to 4 ft., 60c

HONEYSUCKLE, ZABEL

2 to 3 ft., 55c

3 to 4 ft., 65c

SPIRAEA ANTHONY WATERER

15 to 18 ins., 50c

18 to 24 ins., 60c

TAMARIX, AMURENSIS AND HISPIDA

2 to 3 ft., 60c

3 to 4 ft., 75c

4 to 5 ft., 85c

PHILADELPHUS VIRGINALIS

2 to 3 ft., 60c

3 to 4 ft., 70c

Phone 5331 Clyde, O.

Quercus rubra (Red Oak), root-pruned,

field specimens, 2 to 8-in. caliper.

R. H. Rogers Nursery, Cooperstown, N. Y.

SHRUBS AND TREES

<i>Forsythia intermedia</i> and <i>spectabilis</i>	100
18 to 24 ins.	\$30.00
2 to 3 ft.	40.00
4 to 5 ft.	55.00
Lombardy Poplar, 6 to 8 ft.	75.00
Green Barberry, 18 to 24 ins.	30.00
<i>Spiraea vanhouttei</i> , 15 to 18 ins.	25.00
<i>Spiraea vanhouttei</i> , 2 to 3 ft., No. 1	40.00
<i>Hydrangea</i> P. G., 18 to 24 ins.	40.00
<i>Hydrangea</i> P. G., 3 to 4 ft.	60.00
<i>Weigela rosea</i> , 2 to 3 ft.	40.00
<i>Weigela rosea</i> , 3 to 4 ft.	50.00
<i>Weigela rosea</i> , 4 to 5 ft.	60.00
Pink-flowering Honeysuckle, 4 to 5 ft.	50.00
<i>Deutzia</i> , 3 to 4 ft.	50.00
<i>Philadelphus coronarius</i> , 18 to 24 ins.	30.00
Coral Berry, 2 to 3 ft.	40.00
Red Osier Dogwood, 4 to 5 ft.	50.00
Red Osier Dogwood, 4 to 5 ft.	50.00
Double-flring, <i>Viburnum</i> , 15 to 18 ins.	50.00

ENNIS FLORISTS, NURSERY DIVISION

P. O. Box 452 Steubenville, O.

WELL-GRADED SHRUBS

Available for immediate delivery.

Barberry, red-leaved, 2-yr. trans-

planted, 12 to 15 ins., bushy... 22c

3 to 12 ins., 15c

Buddleya Charming (pink), No. 1... 25c

Buddleya hartwegi (purple), No. 1... 40c

Deutzia gracilis, 12 to 15 ins., 25c

Hydrangea P.G., 12 to 18 ins., 22c

Philadelphus aureus, 9 to 12 ins., 25c

Philadelphus virginialis, 2 to 3 ft., 35c

Spiraea Anthony Waterer, 18 to 24 ins., 35c

Spiraea froebeli, 2 to 3 ft., 25c

Viburnum plicatum (Japanese Snow-

ball), 2 to 3 ft., 75c

18 to 24 ins., 60c

Send for list of other offerings.

CONGDON'S WHOLESALE NURSERY

North Collins, N. Y.

FLOWERING TREES

Crab Apples, 40 varieties; 1-yr. trees.

Limited number, 7 to 8 ft., reset at one

year. Descriptive booklet available.

Crataegus Winter King,

5 to 6 ft., whips, \$1.50.

Magnolia soulangiana and *nigra*,

4 to 5 ft., heavy, B&B, \$5.00.

SHRUBS and TREES—Continued

Pfitzer Juniper, 2½-in., potted one year, 6 to 8 ins., shipped out of pots, \$15.00 per 100, \$150.00 per 1000, in pots here, you pick up. Approximately the following 2½-in. pots: 500 Keteleer Juniper, 1-yr., 6 to 8 ins., 20c; 300 Keteleer Juniper, 2-yr., 12 to 18 ins., 25c; 750 fastigiate Irish Juniper, 6 ins.; 1200 Buxus sempervirens, 5 ins., 15c; 500 Photinia serrulata, 7 to 12 ins., 20c; 1500 Photinia serrulata, 3 to 5 ins., 15c. Pots not included except where specified. Cash with order earns 2 per cent discount; otherwise 25 per cent cash with order and balance before shipment. Harwell Nursery, Van Buren, Ark.

TREE SEEDLINGS

Bare-root.	Per 100	Per 1000
Pin Oak, 2-yr., 12 to 18 ins.	\$12.00	\$85.00
Pin Oak, 2-yr., 18 to 24 ins.	15.00	125.00
Norway Maple, 2-yr., 9 to 12 ins.	10.00	75.00
12 to 18 ins.	12.00	85.00
White Dogwood, 2-yr., 12 to 18 ins.	10.00	75.00
Rosa multiflora, 2-yr., 10.00	75.00	
Rosa rugosa, 2-yr., 10.00	75.00	

ELDERY NURSERIES

Du Pont Parkway Smyrna, Del.

QUERCUS SHUMARDII

Oak seedlings, 2 yrs. old.
Best Red Oak. Deeply serrated leaves, very shapely tree for street or lawn planting.
12 to 15-in. seedlings \$12.00 per 100
15 to 18-in. seedlings 15.00 per 100
18 to 24-in. seedlings 20.00 per 100
24 to 30-in. seedlings 25.00 per 100
2 to 3-ft. whips 30.00 per 100
3 to 4-ft. branched 35.00 per 100
Don't fail to order for spring 1958 delivery.

FLORAL GARDENS NURSERY

Eaton, O.

Rooted cuttings from open frames.
Blue Arctic Willow 6c
Foraythia Lynwood Gold 6c
Euonymus Sarcocoe 7c
Euonymus, patens and erectus 5c
Euonymus (purple-leaved Winter Creeper) 5c
Chinese Privet (hardy strain) 5c
Rogel Privet (true) 5c
Amur River North Privet 4c
Mahonia aquifolium seedlings, 1-yr., transplants 20c
Whiteman's Gardens, R. 1, Plymouth, Ind.

COLLECTED MATERIAL

Clump Birch, burn-backs, 3 and 4 stems; good color; large root system, 6 to 8 ft. and 8 to 10 ft. B&B.
Sugar Maple, 4 ft. to 3-in. cal., bare-root, straight trunks.
Hemlocks, seedlings, 5 to 22 ins.
Hemlock screeners, 2 to 7 ft. B&B.
Will deliver up to 150 miles.
Write for prices.

SWINGLE'S NURSERY

R. D. 2 Lake Ariel, Pa.

FORSYTHIA ARNOLD'S DWARF

24x30 ins., bushy, 60c.

PYRAMIDAL ENGLISH PRIVET

(Ligustrum vulgare pyramidale)

Semi-evergreen; hardy. 24x30 ins., 50c.

COTONEASTER MULTIFLORA

2-yr. transplants, 2x3 ft., \$1.00.

Terms: Cash with order, please. No packing charges.

TONICA NURSERIES, TONICA, ILL.

NURSERY STOCK

Lombardy Poplar, 5 to 6 ft., 35c each; 6 to 8 ft., 50c each; 8 to 10 ft., \$1.00 each.
Chinese Lombardy Poplar, 5 to 6 ft., 40c each; 6 to 8 ft., 75c each.
Black Walnut, 12 to 18 ins., \$8.00 per 100.
Red-leaved Peach, 2 to 3 ft., 25 for \$7.50.

PONZER NURSERY, ROLLA, MO.

SPECIMEN COLLECTED PIN OAKS

NURSERY-GROWN NORWAY MAPLES

HEAVY ROOTED CUTTINGS

Taxus, cuspidata, media hatfieldi.

Thuja occidentalis pyramidalis.

BLODGETT NURSERIES

Parkside, Bucks Co. Pa.

Phone AL 7-6930

SHRUBS AND TREES

	Each
20 White Birch, 2½-in.	\$1.75
20 Soft Maple, 2-in.	1.50
10 Lombardy Poplar, 2½-in.	1.50

Wholesale. You dig.

W. J. BALDRIDGE EVERGREEN NURSERY

1423 S. Maple Centralia, Ill.

GLEDITSIA TRIACANTHOS INERMIS

Sturdy, 3-yr. whips, many lightly branched.

2 to 3 ft. \$250.00 per 1000

3 to 4 ft. 350.00 per 1000

4 to 5 ft. 550.00 per 1000

HIDDEN VALLEY NURSERY

Phone Millington 7-1168 Gillette, N. J.

GREEN ASH, SURPLUS

18 to 24 ins., 2-yr., root-pruned, \$15.00 per 1000. Over \$5000, \$12.00.

WESTERN EVERGREENS

Route 1 Golden, Colo.

PIN OAK LINERS

QUERCUS PALUSTRIS	Each
2 to 3 ft.	\$0.50
3 to 4 ft.	.75
4 to 5 ft.	1.00
5 to 6 ft.	1.50

Well-rooted, some branched. Free packing when cash accompanies order; all others at cost.

PAUL'S NURSERY, R. 3, Shelby, O.

CHINESE ELM

½ to ¾-in., tr., br., 5 to 6 ft.	\$0.50
¾ to 1-in., tr., br., 7 to 8 ft.	.75
1 to 1½-in., tr., br., 8 to 9 ft.	1.00
1½ to 2-in., tr., br., 9 to 10 ft.	1.25
2 to 2½-in., tr., br., 10 to 12 ft.	2.00

WEITZEL'S NURSERY

2900 West 9th St. North Platte, Neb.

COLLECTED STOCK.

Quality, open field-grown.
Sugar and rubrum Maples, Pin Oak, Chinese Elm, White Birch, Sycamore, white Dogwood, Vinca (Myrtle), Phone S. Bend, Central 33318.

VAUGHAN'S NURSERY & GHSE. CO.

15910 Cleveland Rd. Granger, Ind.

FORSYTHIA BEATRIX FARRAND

Strong plants out of 2½-in. plastic pots.

\$25.00 per 100, \$225.00 per 1000.

No additional charge for packing.

F.O.B. Chino, Calif.

Minimum order 100 plants.

DESCANSO DISTRIBUTORS, INC.

12492 Pipeline Chino, Calif.

Viburnum juddi, better than carlesii, a more compact plant. Flowers really pink. Not subject to leaf spot. Rooted cuttings, in soil since June, 1957, 15c; field-grown, own-root, excellent plants, 15 to 18 ins., 90c; 18 to 24 ins., \$1.25.

Please see complete list on page 91.

Templeton, Phytotektor, Winchester, Tenn.

EUONYMUS VEGETUS

12 to 15 ins., bare-root \$1.00

15 to 18 ins., bare-root 1.25

18 to 24 ins., bare-root 1.50

(Add 40c for B&B.)

FRENCH NURSERY CO.

Phone 5331 Clyde, O.

SHRUBS AND TREES

See our Classified ad in this issue under LINING-OUT STOCK.

T. G. OWEN & SON, INC.

Columbus, Miss.

SHADE TREES

Large assortment of varieties and sizes.

Ask for wholesale list.

WAYNESBORO NURSERIES

Waynesboro, Va.

FROM 2½-IN. PEAT POTS

Per 100 Per 1000

Alpine Currants \$10.00 \$90.00

Euonymus alatus 12.00

NEWLAND'S NURSERY, Lake City, Minn.

2-YR. RED AND PIN OAK SEEDLINGS

Red Oak, 15 to 24 ins., thick stemmed,

\$60.00 per 1000. Pin Oak, 12 to 18 ins., \$50.00.

ROBERT E. SMITH NURSERY

R. D. 1, Port Matilda, Pa.

SUGAR MAPLE

Special, 3 to 10-ft. grade, averaging 1-in. caliper, \$37.50 per 10.

WAYNESBORO NURSERIES, INC.

Waynesboro, Va.

Viburnum carlesii, rooted cuttings, in soil, outside beds since June, 1957, 15c; bed-grown, liners, 12 to 18 ins. and up, 30c.

Please see complete list on page 91.

Templeton, Phytotektor, Winchester, Tenn.

Northern-grown stock: Mugho, White and Red Pine; Black Hills, White and Colo.

Spruce; Virg. and Scop. Juniper, B&B and lining-out stock, Also Mt. Ash, White Birch.

The Pequot Nurseries, Brainerd, Minn.

SHRUBS

Wide assortment of varieties and sizes.

Ask for wholesale list.

WAYNESBORO NURSERIES

Waynesboro, Va.

SURPLUS, THOUSANDS OF FINE PLANTS.

Azaleas, Camellias, trees and ornamental shrubs. Make offer.

SILVER BAY NURSERIES, Daphne, Ala.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads

TAXUS

TAXUS, ROOTED CUTTINGS

\$11.00 per 100, \$100.00 per 1000.

6000 Hickal 10,000 Cuspidata

2000 Cuspidata nana 2,000 Hatfieldi

1500 Andersoni 1,000 Browni

Terms: 3 per cent cash with order, 2 per cent 10 days, net 30 days. F.O.B. nursery.

June shipment.

VAN TOL NURSERIES

P. O. Box 115 Teaticket, Mass.

HEAVY ROOTED TAXUS CUTTINGS

20,000 Hicks	\$ 75.00 per 1000
2,000 Hatfield	100.00 per 1000
50,000 cuspidata	75.00 per 1000
1000 white Dogwood, B&B, 2 to 3 ft.	\$1.50 each
each; 1000 3 to 4 ft.	\$1.85 each

CLARKSBURG NURSERY & CENTER

Clarksburg, Ind.

TAXUS CAPITATA

Strong 2-yr. seedlings, seeds sown lightly, plants grown with plenty of room in beds.

\$15.00 per 100, \$125.00 per 1000.

C. HOOGENDOORN NURSERIES

Turner Road Newport, R. I.

TAXUS CAPITATA (YEW)

1700 4-yr. transplants, 10 ins. up, 60c each.

THE HOME NURSERY

C. S. Ingels LaFayette, Ill.

Since 1887. On Route 17. In Stark County

VIBURNUMS

Viburnum tomentosum plicatum (Japanese Snowball), rooted cuttings, in soil since June, 1957, 15c; bed-grown, liners, 12 to 24 ins., 30c; field-grown, bushy, 12 to 18 ins., 50c; 18 to 24 ins., 75c.

Please see complete list on page 91.

Templeton, Phytotektor, Winchester, Tenn.

VIBURNUM CARLESII

Per 100 Per 1000

2-yr. seedlings, 4 to 6 ins. \$15.00 \$125.00

2-yr. seedlings, 6 to 8 ins. 20.00 175.00

2-yr. seedlings, 8 to 12 ins. 30.00 250.00

C. HOOGENDOORN NURSERIES

Turner Road Newport, R. I.

Viburnum burkwoodi, field-grown, but a little light; 12 to 18 ins., 40c; 18 to 24 ins., 60c.

Please see complete list on page 91.

Templeton, Phytotektor, Winchester, Tenn.

Quick — Convenient — Cheap!

Selling through the Classified Ads of the American Nurseryman.

VINCAS

Vinca Minor, the blues, with pleasing variations, an occasional double, etc. Bare roots at least 500 leads, equal to 100 plants, \$4.00 prepaid.

Golden Acres Nursery, Shipshewana, Ind.

Start Your Offer Now

in the American Nurseryman

And Watch Sales Climb

VINES

CLEMATIS VINES

JACKMANI (purple)

Per 10 Per 100

3-in. pot plants \$5.50 \$50.00

Dormant plants 7.00 65.00

PANICULATA (small white flowers)

2-yr., No. 1 \$4.50 \$45.00

2-yr., No. 2 3.50 30.00

We grow a general line of nursery stock.

Write for new complete price list.

SHERMAN NURSERY CO.

Charles City, Ia.

Turn your Surplus Stock

into cash,

with a Classified Ad in

the American Nurseryman.

WANTED

WANTED

Commercial sources of any of the following for April delivery or custom growing:

Spiraea salicifolia

Rosa spinosissima

Cotoneaster lucida

Caragana pygmaea

Royalty Lilac

Lonicera coerulea edulis (Sweetberry)

Raspberry Honeyking

Current Prince Albert

Siberian Larch

Rhubarb Sunrise

Actaea arguta (Baneberry), red or white berry

NORTHERN LIGHTS NURSERY

Box 1196 Fairbanks, Alaska

WANTED

TO GROW NURSERY STOCK

FOR RELIABLE FIRM.

REASONABLE TERMS.

IRRIGATION AND STORAGE AVAILABLE

LORETTO BROS. FRUIT AND NURSERY

FARMS

P. O. Box 57 North Collins, N. Y.

WANTED

Fagus, sylvatica, asplenifolia, cuprea and tricolor. Acer plat. variegatum. State aim and price for spring sale.

SZABO-DIFETZ-SZABO

2705 Luverne Ave. Toledo, O.

Wanted—Canadian Hemlocks, 500 1½ to 2 ft.; 300 2 to 2½ ft.; 200 2½ to 3 ft. 500 hybrid Rhododendron, heavy liners. 1000 hardy Azaleas, all colors and sizes.

American Nursery, 5-16 Saddle River Rd.

Fair Lawn, N. J. Phone SW 6-4622.

SUPPLIES AND SUNDRIES

CANE STAKES

LIGHTNING SERVICE

ON

FRESHLY IMPORTED

JAPANESE BAMBOO CANE STAKES

NEW YORK, CHICAGO, PORTLAND, ORE.
Write for our competitive prices
and generous quantity discounts.
MC HUTHCHISON & CO.
695 Grand Ave. Ridgefield, N. J.
2505 S. E. 11th Ave. Portland 2, Ore.

BAMBOO CANE STAKES

For greenhouse and nursery purposes.
All types and sizes.

Write for prices and quantity discounts.
ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.

Classified Ads Offer Maximum
Results at Minimum Cost.

FERTILIZERS

PETERS SPECIAL

CONTAINER-GROWING FERTILIZERS
All materials listed are ideal for container-
growing purposes.

SOLUBLE FERTILIZERS

21-7-7 Azalea Neutral (non-acid forming)
21-7-7 Azalea Acid (heavy acidifying action)
Both above, \$6.50 per 25-lb. bag.

29-20-20 General Purpose Feed
\$7.00 per 25-lb. bag, \$24.00 for 4 25-lb. bags.

LONG-LIFE FEEDS

13-6-6 Organic Special Du Pont Uramite
Nitrogen and highest grade natural or-
ganics. The finest long-life dry feed. Un-
excelled for containers.

\$7.50 per 25-lb. bag, \$23.00 for 4 25-lb. bags.
Du Pont Uramite. 38 per cent nitrogen from
methyl-urea. \$12.00 per 50-lb. bag.

Also available: Chelated Iron, Chelated
Trace Element Complexes, Fritted Trace
Elements, etc.

Write for complete price list.
Freight prepaid, east of Mississippi, on all
orders totaling 300 lbs. or more of above
materials. Less than 300 lbs., F.O.B. Allen-
town, Pa.

ROBERT B. PETERS CO. Allentown, Pa.
729 North 7th St.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

FLATS

CYPRESS FLATS

Shipped from Williamston, N. C.

WHITE CEDAR FLATS

Shipped from Cook, Minn.

Order by No.	Price Per 100	Cy- press Wt. per 100	Wt. per 100
No. 1, 14x20x2 1/2-in.	\$27.00	320	400
No. 2, 14x20x3-in.	31.50	400	500
No. 3, 12x16x2 1/2-in.	20.75	260	325
No. 4, 12x16x3-in.	24.50	275	345
No. 5, 14x16x2 1/2-in.	23.25	275	345
No. 6, 14x16x3-in.	27.50	290	365
No. 7, 15x22x2 1/2-in.	30.75	380	475
No. 8, 15x22x3-in.	35.50	425	535
No. 9, 11 1/4x22x2 1/2-in.	25.00	320	400
No. 10, 11 1/4x22x3-in.	29.00	400	500
No. 11, 14x16x5-in.	32.75	450	560
No. 12, 5x11x5-in.	16.75	160	200
No. 13, 5x11x5-in.	19.00	215	270
Plant boxes, 5x8 1/2x2 1/2-in.	5.50	45	60

Skeleton flats to carry TERPAKS and sim-
ilar growing containers. (Write us for price
list.)

All other sizes quoted on request.
Above prices apply to both Cypress and
Cedar.

5 per cent discount on orders of 1000 or
more; 10 per cent discount on carloads of
30,000 lbs. or more.

The above sizes are inside measurements.
Bottoms and sides are 3/4-in. thick and ends
are 1/2-in. thick. All material surfaced on
one side.

Your name and address printed, up to 3
lines in black ink, on one or both end pieces
at the following rates: \$1.00 setup charge,
plus 1/2¢ per end piece for the first 1000 ends;
1/2¢ per end thereafter.

Write inquiries and orders for White Cedar
flats to Cook, Minn., and for Cypress flats to
Williamston, N. C.

Shipped knocked-down in units of 25.
F.O.B. mills. All shipments by truck unless
otherwise specified. Attach check. Order by
number, especially if by telegram.

H. C. HILL & SONS
Manufacturers of flats, boxes, wood turnings
and specialties.

Phone North 6-3348 Cook, Minn.
Phone Swift 2-4127, Williamston, N. C.

REDWOOD FLATS, K.D.
Finest stock obtainable. Guaranteed all
clear heart. Size 20x15x3 ins. inside measure.
\$38.00 per 100.

1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., \$3.50 per bdl.
50 pcs. to bundle, 5 ft., \$4.50 per bdl.
50 pcs. to bundle, 6 ft., \$5.50 per bdl.
Ship same day. Cash with order, please.
YOHO & HOOKER, YOUNGSTOWN 2, O.

FLOCKING SUPPLIES

FLOC-FLO
Supplies, equipment
and free "How to Do It."
FLOC-FLO ENGINEERING DESIGN
5802 Olson Highway Minneapolis, Minn.

LABELS

DAHLIA OR TREE LABELS

Plain Painted
3 1/2 x 5/8 ins., notched, not wired, \$3.00 \$3.60
3 1/2 x 5/8 ins., wired (copper) . . . 3.95 4.90

POT LABELS

4x 1/2 ins. (cartons 1000 each) . . . 3.95 4.60
5x 1/2 ins. (cartons 1000 each) . . . 4.30 5.10
6x 1/2 ins. (cartons 1000 each) . . . 4.70 5.80

Priced per carton
8x 1/2 ins. (cartons 500 each) . . . \$3.60 \$4.30
10x 1/2 ins. (cartons 500 each) . . . 4.20 5.10

Priced per carton
8x 1/2 ins. (cartons 250 each) . . . 3.00 3.60
10x 1/2 ins. (cartons 250 each) . . . 3.30 3.90
12x 1/2 ins. (cartons 100 each) . . . 2.00 2.40

Our labels are perfectly white and smooth
on both sides and are pronounced by growers
the best and most economical.

Catalog on request.
"We ship same day."
YOHO & HOOKER, YOUNGSTOWN 2, O.

FINEST PLAIN or PRINTED wood labels.
BENJ. CHASE CO., VII. Sta., DERRY, N. H.

ORCHID SUPPLIES

IVORY ORCHID BARK

For potting all Orchids.

1-cu. ft. bag, \$2.15; hobby bag, 65c.
2-cu. ft. bag, \$3.75; prof. bag, \$1.85.
3-cu. ft. bag, \$5.00.

100-lb. bag Root and Horn Meal, \$14.50.
All prices F.O.B., subject to change with-
out notice.

List of ORCHID SUPPLIES upon request.
WRIGHTWOOD FLORAL CO., INC.
1420 Wrightwood Ave. Houston 9, Tex.

PLANT TUBS

UTILITY PLANT TUBS

made from
New England White Pine
Per 100 tubs, F.O.B. NEW HAMPSHIRE.

Top dia.	Depth	Stained green	Stained white	Enam- eled	White with gold bands
7-in.	7-in.	\$90	\$98	\$105	...
8-in.	5-in.	90	98	105	\$112
8-in.	8-in.	98	112	112	...
9-in.	6-in.	98	112	112	127
9-in.	9-in.	102	112	117	...
10 1/2-in.	9 1/2-in.	102	112	117	127
10 1/2-in.	9-in.	112	120	127	...
11-in.	7-in.	105	112	120	...
12-in.	7-in.	110	125	130	140
12-in.	9-in.	132	147	147	...
12-in.	11-in.	180	195	195	...
14-in.	8-in.	165	180	180	195
14-in.	13-in.	210	225	225	...

For PRICES F.O.B. CHICAGO add 10
per cent.

Above prices apply on quantities of less
than 100. Minimum order 5 tubs of any
one size or color.

Sole Distributors.
ALEC HENDERSON, INC.
1305 W. Randolph St. Chicago 7, Ill.

PLASTIC FILM

POLYETHYLENE FILM

Natural transparent and sun-resistant black.
.002 mil., all rolls 200 ft. long.

4 ft. x 200 ft. \$ 6.00 per roll
8 ft. x 200 ft. 12.00 per roll
.004 mil., all rolls 100 ft. long.

3 ft. x 100 ft. \$ 5.00 per roll
4 ft. x 100 ft. 7.00 per roll
6 ft. x 100 ft. 11.00 per roll
8 ft. x 100 ft. 15.00 per roll

Minimum order 5 rolls.
Other sizes and mil. weights available up
to 40 ft. Write for quotations.

Freight prepaid on orders over \$100.00.
PHONE BALDWIN 3-8277
DAYTON NURSERY AND GARDEN SALES
P. O. Box 763 Dayton 1, O.

POLYETHYLENE FILM

Natural transparent, made from Du Pont
Alathon, the amazing film for greenhouses.
.004 mil., all rolls 100 ft. long.

3 ft. wide by 100 ft. long \$ 6.00 per roll
4 ft. wide by 100 ft. long 8.00 per roll
6 ft. wide by 100 ft. long 12.00 per roll
8 ft. wide by 100 ft. long 16.00 per roll

Other sizes available up to 20 ft. wide.
Send \$1.00 for liberal sample,
4 ft. x 10 ft., postpaid.

Special deal for greenhouse construction.
5 rolls to 9 rolls, 25 per cent discount.
10 rolls or more, 33 1/3 per cent discount.

"We ship same day."
YOHO & HOOKER
520 Williamson Ave. Youngstown 1, O.

POLYETHYLENE FILM

2 mil. in 200-ft. rolls, 36 ins. wide, \$5.95;
54 ins. wide, \$8.79; 108 ins. wide, \$17.34.
4 mil. in 100-ft. rolls, 36 ins. wide, \$6.18;
54 ins. wide, \$9.12; 108 ins. wide, \$20.29.

5 rolls, less 10 per cent; 10 rolls, less 20
per cent. Also wider widths available.
We pay freight if check is with order.

ROUGH BROS.
4229 Spring Grove Ave. Cincinnati 23, O.

SPHAGNUM MOSS

Fresh, clean sphagnum moss, write or phone
City Point 133 for our low prices on wire-
bound bales in truckloads or carlots.

Pure Sphagnum Moss Co., City Point, Wis.
Long-fibered sphagnum moss, also ground
moss. Price us on truckloads delivered.

Warrens Moss Co., Warrens, Wis.

STAKES

CYPRESS PLANT STAKES

50 pieces to bundle
1x1-in.—3 ft., pointed \$2.00 per bundle
1x1-in.—4 ft., pointed 3.50 per bundle
1x1-in.—5 ft., pointed 4.50 per bundle
1x1-in.—6 ft., pointed 5.50 per bundle
1x1-in.—7 ft., pointed 7.00 per bundle

These stakes are made of cypress and red-
wood; are good, strong stakes and will give
long service. "A little better than seems
necessary."

"WE SHIP SAME DAY!"
YOHO & HOOKER
Youngstown 2, O.

STAKES, GALVANIZED HARD STEEL
GALVANIZED tree guying WIRE,
HOSE for guy wire FADDDING.

Prices and samples sent on request.
SCHUPP SUPPLY CO., WILMETTE, ILL.

OREGON CONVENTION

[Continued from page 12]

on the first day was Thomas C.
Prideaux, vice-president, United
States National bank, Portland, who
spoke on "Tight Money and Loose
Talk." Mr. Prideaux told the group
of the fallacies of easy money and
the danger of inflationary trends.

President's Banquet

The president's banquet and ball
featured two special occasions. In
the first of these, past presidents of
the association were honored, each of
those present receiving a plaque in
grateful recognition for service ren-
dered. Past presidents, most of whom
were present, are Paul Doty, the
first president; Ralph Johnston; Earl
Housewheat; J. Frank Schmidt, Sr.;
C. B. Miller, Wayne McGill, J. E.
French, Wayne Melott, Sam Rich,
Max Horand, Frank Doerfler, Avery
Steinmetz, Julia Hausch, Mike Der-
ing, Sig Edstrom, Robert Walker,
Lynn Brooks, James Doty, W. P.
Nuffer, Melvin Surface and Paul
Van Allen. Deceased members of the

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$4.50 per inch, each insertion.

Lines: 40¢ line; minimum order \$4.00.

HELP WANTED

LIVE, WORK and PLAY
in

COLORFUL COLORADO

Oldest, most respected nursery in Rocky mountain area needs 10 experienced commission landscape salesmen at once. Nursery in same location since 1886. Member of A. A. N. over 30 years.

Year-round selling (our top man earned \$1,000 a month for October, November and December). Large, complete line of container-grown stock for summer sales; bare-root and B&B material for spring, fall and winter.

Many leads furnished in one of the fastest-growing, prosperous cities in U. S. (expect minimum of 60,000 more new homes by 1965).

Must have own car and be experienced in drawing and presenting landscape plans. Send picture and resume, including experience, average sales of preceding 2 years and references.

W. W. WILMORE NURSERIES
Box 382 Denver 1, Colo.

HELP WANTED

NEED FOUR GOOD MEN

1. Landscape architect and salesman.
2. Assistant manager for sales at garden center.
3. Nursery superintendent and maintenance man.
4. Landscape foreman.

All above men must be experienced and above average in initiative, ambition and workmanship. Good salary; permanent, immediate employment. Give full details and send photo in first letter.

HALLA NURSERY

4917 Eden Ave.

Minneapolis, Minn.

FOR SALE

DISPOSAL SALE

AUTEN PEONIES, all or part. To retire, age 76. 18,000 plants, my active stock, on ground leased until December, 1962. This permits buyer to sell this year from field and take more than one year to move.

AUTEN PEONIES, over 200 kinds (my own originations), comprise one of most important additions to fine peonies ever made in U. S. 40 years of plant breeding. Gold medal from American Peony Society; awards from Royal Horticultural Society of England. Varieties, not hybrids, doubles, Japs, singles, in wide range of colors, season of bloom, etc., many outstanding and still rare. Retail at \$1.00 to \$10.00 each. My stock of the sensational extra-early hybrids, 4900 plants, over 40 kinds, is probably the largest in U. S. Retail prices, \$2.00 to \$15.00 each. They sell on sight. A nation-wide demand is developing. Price for all 18,000, \$20,000.00. My total sales, 1956-57 together, over \$20,000.

EDWARD AUTEN, JR.
Princeville, Peoria Co., Ill.

HELP WANTED

One of the largest nurseries and garden centers in Indiana offers profitable permanent position to an experienced nurseryman with sufficient training and practical horticulture and administrative experience to manage our garden store and salesyard. Unlimited future security for the right man with ambition, initiative and pleasing personality. Must be good merchandiser. Prefer man between 30 and 40 years. Attractive salary. All replies will be kept strictly confidential.

HILLSDALE LANDSCAPE CO.
R. R. 13, Box 185 Indianapolis, Ind.

HELP WANTED

WHOLESALE SALESMAN

For Ohio, Michigan, Indiana and Kentucky, already calling on nurseries and greenhouses to sell horticultural and nursery supplies. Liberal commission. Reply:

DAYTON NURSERY &
GARDEN SALES
P. O. Box 763 Dayton 1, O.

HELP WANTED

Growing garden center in path of Philadelphia, Pa., expansion needs man qualified to assist in all phases of business, merchandising, landscape managing and growing. Opportunity to advance to profit-sharing status with income of \$7,000 to \$10,000. Initial salary \$300 a month. Replies will be kept strictly confidential. Write Box 473, care American Nurseryman.

HELP WANTED

Landscape foreman, or willing to train to become foreman, for year-round position with landscape contractor. Large city in central Pennsylvania. Give complete reply, references, experience, desires. Address Box 480, care of American Nurseryman.

HELP WANTED

GARDENER

Experienced, competent working head gardener for lawns, shrubbery and trees on college campus. Write giving qualifications and references.
Business Manager
COLLEGE OF WOOSTER
Wooster Ohio

HELP WANTED

Three landscape planting foremen. Men capable of handling crews of workmen and able to follow blueprints.

MILLANE
NURSERIES & TREE EXPERTS, INC.
Cromwell, Conn.

HELP WANTED

Landscape estimator for commercial and large jobs. Experience needed to qualify. Reply to:

QUAKER CITY
TREE SURGEONS, INC.
6325 Chew St. Philadelphia 38, Pa.
Phone: Victor 8-4600

SITUATION WANTED

Thinking of a change? Tell potential employers about your abilities by using an ad in this department. The cost to reach the widest readership in the industry is only \$4.50 per inch.

SITUATION WANTED

Experienced nurseryman in business nearly 25 years, familiar with all phases of this business, would be willing to work on commission based on volume of business, or straight draw and bonus. Can be a great asset to a retail operation. Familiar with buying, merchandising, advertising and handling of personnel. Would be willing to line up with an aggressive organization as I know I can be an asset to any operation requiring one of my ability. Single, age 50. Can furnish best of references. Write to Box 446, care of American Nurseryman.

SITUATION WANTED

Ambitious young man of 26, graduate of state horticultural college, Boskoop, Holland, with nursery experience, is looking for a position in nursery or citrus farm from June 1, for about 8 months. Familiar with amelioration, grafting, etc. Write

L. J. VAN DER LEK
Diependaalselaan 7
Hilversum, Holland.

SITUATION WANTED

Family man, college graduate, heavy on landscape experience desires position as grounds superintendent or landscape manager with progressive nursery. Write Box 478, care of American Nurseryman.

SITUATION WANTED

Married man, age 27, greenhouse experience, B.S. in agriculture with major in ornamental horticulture. Interested in perennial and bedding plant production. Write to Box 479, care of American Nurseryman.

HELP WANTED — Experienced nurseryman, able to take charge of nursery salesyard. Steady position for the right man. GREEN VALLEY NURSERY, Saw Mill River R.L. Hawthorne, N. Y.

FOR SALE NURSERY

Old-established nursery and garden store with landscaping and tree service. Located in southwestern city of 250,000 population with large government installations and industries. Mild winters with 95 per cent average sun. Store has all glass front, glass greenhouse, lath house, storage buildings, all on one acre of ground in city limits. Must have \$5,000 cash to handle. Would consider lease. Reply to Box 475, care of American Nurseryman.

FOR SALE

Well-established nursery enjoying large volume of business. Over 350 feet of highway frontage. At very edge of Fort Wayne, Indiana. Property includes small sales building and large house-garages. Owner retiring. For information contact:

JOE GOLDSTINE & SON
303 Strauss Building
Fort Wayne, Ind.

FOR SALE

Nursery and landscape business on one of main roads near Chicago. 3 acres, 300-ft. frontage. Good business. 1½ acres nursery stock. Fast-growing neighborhood. Ideal for garden center. 5x35-ft. building, office and storage. Quick possession. Write Box 477, care of American Nurseryman.

FOR LEASE

Garden center—ideal location in shopping center next to supermarket. Doing an excellent business. One of the best locations in Bergen county. (Business property—no restrictions). Interested in net income lease.

DIRE DE VRIES GARDEN CENTER
15 Godwin Ave. Midland Park, N. J.
Phone: Gilbert 4-2803

FOR SALE

Small established retail nursery in southwest consisting of several lots of nursery stock, office and garden supplies, lath house, etc., equipment and small furnished house. For particulars write Box 481, care of American Nurseryman.

WANTED TO BUY

Rover shredder (used), capable of handling load from tractor bucket. Minimum capacity of 30-50 cubic yards per hour. Wheel-mounted, gasoline-powered. Give full particulars. Reply Box 483, care of American Nurseryman.

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1060 Magnolia Ave. Elizabeth, N. J.

SITUATION WANTED

Married man, age 41, desires position with landscape nursery in southeast. Completed course in horticulture and landscaping given by National Landscape Institute. Also some experience in garden center. Address Box 482, care of American Nurseryman.

WANTED—Good used tree planter, with three-point hitch. LEONARD LUCK, 221 Denny St., West Newton, Pa.

past presidents' group are Fred Borsch and A. M. Doerner. James Doty, Doty & Doerner, Portland, handled the presentations.

The second special event of the evening was the presentation of the American Association of Nurserymen national awards for outstanding landscaping. Awards were presented by Leonard H. McGuire, regional director, A. A. N., to Holgate Nursery Co., Tucker-Maxon Oral school and the Eastport Plaza branch, United States National bank, Portland. Receiving the awards were Robert Walker, Holgate Nursery; E. C. Sammons, president, United States National bank, and John O. Merrill, Jr., secretary and board member, Tucker-Maxon Oral school. Mr. McGuire complimented the two organizations for their wisdom in installing well-landscaped grounds and praised Mr. Walker for the fine workmanship displayed by his firm, which did the landscaping for both of the other winners.

Paul Doty, first president of the O. A. N., was given a special award for his many services to the association and to the industry throughout the years, and James Doty installed the new officers. Robert Snodgrass acted as master of ceremonies for the entertainment that was then presented.

Chapter Officers' Breakfast

An early breakfast was held the next morning for the presidents and secretaries of the chapters. There was a 100 per cent attendance, with two representatives from each chapter. The meeting was led by W. P. Nuffer, who was aided by Paul Van Allen, Joseph Klupenger, Leonard McGuire and Charles and Neva Potter.

First report of the second day's session was that of the legislative committee, given by Sam Rich, Rich & Sons Nursery, Hillsboro. Mr. Rich told of attention given by the committee to a proposed bill in the Oregon legislature that would exempt auction houses selling nursery stock from the nurseryman's license law. He further reported that he had presented a paper at a hearing in Portland regarding wages and hours on November 6. Finally, he told of the support given by the association through the committee to the passage of Senate bill S-1418, which defines the area of production in a way favorable to nurserymen.

Robert Mullison, A. McGill & Co., Fairview, reported on his committee's efforts to effect a revision of railroad freight rates. His committee is endeavoring to persuade the rail-

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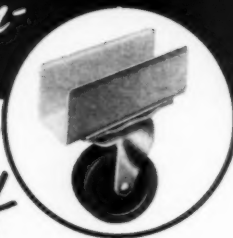
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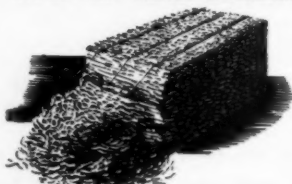
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roads to apply the 30,000-pound base rate to cars that are loaded to bulk capacity, though the actual weight may be less than 30,000 pounds. The committee proposed a 26,000-pound minimum weight at the present 30,000-pound rate.

Edward Schultz, Calorwash Nursery, Portland, reporting for the quarantine committee, advised nurserymen to continue to be alert in regard to control methods for phytophthora root rot, verticillium wilt, etc. New shippers of stock to Canadian markets were reminded to follow exact procedures or stand the risk of delay in shipments. He said that nurserymen should report immediately any rejection of shipments. Not quarantined as such but under strong regulation and scrutiny, he said, are the following: Quack grass, crown gall, oak root fungus nematodes and root weevils. He said that little danger exists in this area from fire ants, because of climatic conditions that prevail.

Highway Planting Report

Patrick M. Dering, Peterson-Dering, Scappoose, gave the highway committee report and made the following recommendations: 1. Letters of commendation should be written to the Oregon state highway commission and to the division of engineers. 2. A survey should be made by the A. A. N. in areas where considerable highway landscaping has been done to ascertain the best shrubs, trees, etc., for the purpose. 3. The results of such a survey should be made available to Oregon and other state highway officials and others in charge of public funds. 4. A survey of available nursery stock suitable for such landscaping should be conducted, and production encouraged where supply is limited. 5. The support of garden clubs and other civic organizations should be enlisted in impressing state legislators and others in public office with the importance of highway landscaping. 6. A. A. N. informational material on highway landscaping should be used in chapter meeting programs, at which time highway engineers and other interested officials could be asked to attend. 7. Letters should be written to the bureau of public roads recommending that, when the construction of a new highway is contemplated through federal land, the proper landscaping of the new section be included in the cost before the highway is turned over to the state.

O. A. Matkin, Soil and Plant Laboratory, Inc., Orange, Calif., discussed "Cultural Practices in the

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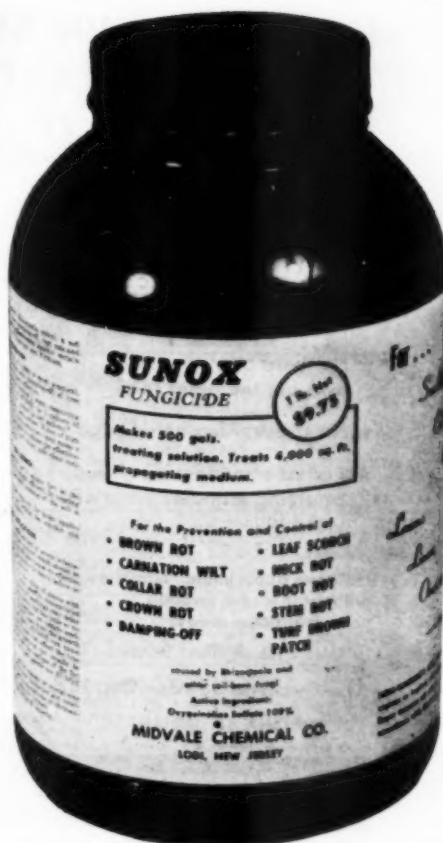
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Container Nursery." Producing healthy, vigorous plants does not have to be a difficult task in the container nursery, he said. However, it does involve more than simply applying abundant fertilizer. Concerning propagation, he said that cleanliness of propagating stock is most important. In order to grow satisfactorily, cuttings or seeds must be from healthy, vigorous plants.

As a presticking treatment for cuttings, he recommended a 10-minute soak in the following solution: Two cups of Parzate, Fermate or captan plus three tablespoonfuls of agrimycin 100 in five gallons of water. He advised steam sterilizing of the rooting medium in flats prior to sticking. All tools used in the process, he said, should be cleaned regularly by soaking them in a Clorox solution or by steaming.

Seeds, he said, can be treated with hot water. They should be soaked in water heated to 120 degrees for 15 to 30 minutes. One must maintain, by stirring, an even, exact temperature for the entire time. Then the seeds should be cooled rapidly with cool water. To kill nematodes, rhizoctonia, etc., in some seeds, the water should be heated to 135 degrees and the seeds

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soaked for one hour. Some cutting material can also be given the hot-water treatment with good results, he said. Surface treatment of seeds is accomplished with liquid or dust protectants, such as Panogen, Semesan, Arasan or captan, he said.

Container Mixes

The porosity of the container used (clay, plastic, metal, etc.) should not be a factor in successful transplanting, he said, providing the soil mix

is right. An ideal mix for liners, said Mr. Matkin, is one consisting of 50 per cent peat moss and 50 per cent fine sand. However, this is expensive in most areas, he said. The same mix is also excellent, though costly, for containers. He advised growers to consider using a mixture of one part fine sand and two parts redwood sawdust. A regular schedule of liquid feeding is best, he said. A typical fertilizer formula given by him is three pounds of ammonium nitrate,

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one pound of mono or di-ammonium phosphate and two pounds of muriate of potash in 1,000 gallons of water. He advised the use of dry fertilizer in areas where rainfall makes the application of liquid fertilizer somewhat impractical.

Mr. Matkin expressed the opinion that the elimination of a fall feeding is not effective as protection against freezing weather. He believes that a well-fed plant has better protection against the cold. A gradual drop in temperature is the most important factor in conditioning a plant against cold weather, he said. Plants should be well spaced, he admonished growers, as a further protection against freezing.

Walter Doty, director of editorial research, *Sunset* magazine, gave a talk on "Plant Material Trends—Short and Long." No trend, he said, can become at all pronounced without producers being prepared for it, which points out the fact that trends are very often aided by those who may benefit from them.

Changing Plant Preferences

Today, said Mr. Doty, people are living outdoors more than ever. Landscape architects, he said, are the creative leaders who will continue to influence the nursery industry. Because of today's low, sprawling houses, said Mr. Doty, modern landscaping requires low, spreading plant materials. Narrow hedges or fences are replacing the broad hedges of yesterday, and smaller trees are being used instead of the larger, spreading trees. Paving areas have encroached a great deal upon the areas formerly used for planting and have made changes necessary in the kinds of plant material used in the yard.

The house and its garden are dependent upon one another, he said. At present there is a trend toward the use of sculptured forms of shrubs and trees, like those used by the Japanese, but the speaker warned against overuse of the idea. Gardens, he said, should be designed for winter as well as summer appeal. Pot gardening was recommended for various areas of the yard and Mr. Doty urged greater use of ground covers for easier maintenance. He spoke about the dwarfing of ornamentals and said he could see possibilities in the field for nurserymen specializing in container-grown plants.

He admonished growers to avoid giving customers the impression that plants or trees last forever. Many plants should be thought of as materials to be replaced from time to

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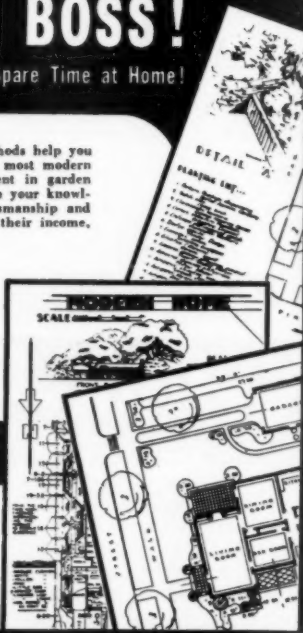
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Size 3 Top . . . 8 1/2 ins. Bottom 6 1/2 ins. High . . . 9 ins. Weight per 100 Regular 30 lbs., Heavy 70 Regular Weight Price 100. \$5.00 1000. \$47.50 Heavy Weight Price 100. \$6.25 1000. \$60.00	Size 4 Top . . . 10 ins. Bottom . . . 8 ins. High . . . 10 ins. Weight per 100—120 lbs. 100. \$11.00 500. \$52.50 1000. \$100.00 *Heavy Only— For trees and shrubs.	Size 5 Top . . . 12 ins. Bottom . . . 10 ins. High . . . 12 ins. LG. POT Weight per 100—250 lbs. 20. 30c ea. 100. \$27.50 500. \$125 1000. \$225 *Special for extra-heavy trees and large shrubs.	Size Pan Top . . . 8 1/2 ins. Bottom 7 1/2 ins. High . . . 5 ins. PAN Weight per 100 Regular 30 lbs., Heavy 70 Regular Weight Price 100. \$5.00 1000. \$47.50 Heavy Weight Price 100. \$6.25 1000. \$60.00

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time to change the appearance of the garden. He pointed out the value of demonstration in promoting new gardening ideas. He described Sunset magazine's demonstration gardens, which incorporate new garden designs and materials. He estimated there will be 200,000 visitors to these gardens in the coming year.

In closing, Mr. Doty warned nurserymen that for every trend there is a counter-trend. Fast-moving trends should be watched carefully, he said, as they often do not continue. Luncheon speaker on the second day of the convention was Lyle Janz, manager of the Portland office of the better business bureau, who discussed various types of fraudulent business operations, including a few activities in which renegade nurserymen have become active.

A. A. N. Chapter 12 Meeting

Melvin Surface, Surface Nursery, Gresham, president of chapter 12, A. A. N., led the chapter meeting. Elected as officers of the chapter for

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the coming year were Paul Van Allen, president; Joseph Klupenger, vice-president, and Martha Walker, Holgate Nursery, secretary-treasurer.

After L. H. McGuire, regional director of the A. A. N., reported on activities and services of the national organization, an illustrated talk, "Our Native Flora," was given by Marcel Le Pineac, Garden Center Nursery, Roseburg, president of the Cascade chapter of the O. A. N. He

said that five or six early British explorers were the first to make known the native plants of the northwest to the rest of the world.

Reed Vollstedt, Reed's Garden Center, Eugene, president of the Emerald Empire chapter, issued a formal invitation from his chapter for the O. A. N. to hold its 1959 annual convention at Eugene. With acceptance of the invitation by the members present, the meeting drew to a close.

Beginning in the Nursery Business

By John J. Pinney

Chapter 7. Financing a Nursery

The first thing that confronts you when you start in the nursery business, or any other business, is the matter of finances. Unless you have ample financial resources you should consider this matter carefully from all angles.

In the nursery business, the turnover is comparatively slow. Even under ideal conditions you could not hope to turn your stock more than one and a half or two times a year. In order to accomplish this you would have to buy all of your stock and be located where climate permits planting practically all year.

In most of the United States there is limited planting in the fall, but the main planting season comes only once a year, in the spring. It is likely that the average turnover in the nursery business is only once in two or three years. Some nursery stock can be produced in one growing season; most of it takes two or more years to reach the marketable stage.

Turnover Affects Markup

Contrast this with the grocery business, in which the grocer may turn his stock an average of once a month, or 12 times a year. The florist who buys all of his flowers can turn his stock every few days. It is obvious that in a business that has a rapid turnover, one can operate not only on a much smaller capital but also with a lower markup than in one that has a slow turnover.

When you start in the nursery business, be sure you have enough capital to establish the business on a sound basis, with enough reserve to support yourself until your business starts bringing in sufficient income to cover business expenses as well as living costs. There is considerable variation in the different types of nursery business in this respect.

It is likely that a simple landscape business has the greatest advantage. You can begin in this type of business with the least amount of capital, if you are prepared to do most of the work yourself at the outset. Assuming that you are qualified to do landscape designing and planting and have ability as a salesman, you can start business with only enough capital to buy the nursery stock necessary to plant your first few jobs. With the money you make on these jobs you can finance the

purchase of the stock for your next jobs, and so on. You can operate from your home. Some fairly large landscape businesses are carried on entirely from the owners' homes.

Much more capital is required to start a cash-and-carry salesyard. You must stock up with a reasonably complete assortment before you can begin business. The same is true of the garden center operation, which will require a still larger initial investment in land, structures and equipment.

In the agency nursery business, which requires the hiring of salesmen, you must be prepared to pay commissions as well as finance the purchase, packing and delivery of the stock needed to fill orders. In the mail-order business there is the cost of building a mailing list, a slow, expensive process at best. Furthermore, you will have the expense of a catalog.


Many nurserymen have started their business as a side line while

holding down other jobs. This gives them security and relieves them of some of the worries of becoming established. This plan is to be recommended to those who have limited financial resources. It takes longer, but for many it may be the only way to establish their own business.

A good example comes to mind. In a suburb of a large midwestern city, a small nursery business was started about 15 years ago by a young man who worked in the city as a bank clerk. Most of his operations were carried on in his back yard. His business, consisting mostly of small landscape jobs and cash-and-carry sales, was transacted on evenings and holidays. At first he bought all the stock he used, heeling it in, in his back yard. Later on he started growing some stock on a nearby tract of land.

After a few years his business had increased to such an extent that he felt safe in leaving his bank job and

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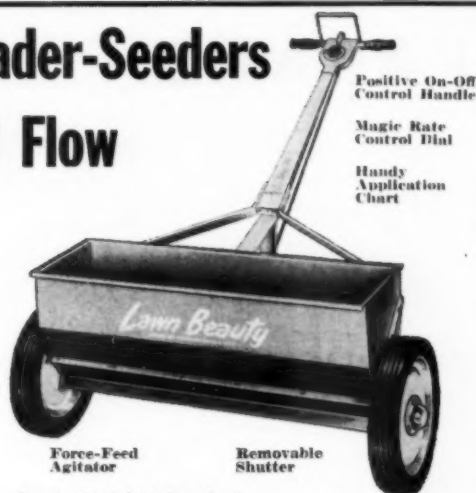
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devoting his full time to the nursery business. The stock he had produced in the intervening years made it unnecessary to buy much; so he could use more of his capital to expand his grounds and equipment. Today his is one of the most progressive and successful nurseries in the area.

In another city not far away is a highly successful nursery business begun in a similar fashion. An accountant for a large publishing house felt the need of adding to his income. He had always been interested in plants, especially roses, which he grew with better than average success. His neighbors and friends wanted some of the same kind of rosebushes; so he made a deal with the nursery from which he bought his stock to pay him a small commission on the sales he made.

He soon found he could make more profit by buying the roses outright at wholesale and reselling them at retail. Before long, his backyard was not large enough to hold all the nursery stock needed for his business, all of which was carried on in his spare time. He bought a plot of ground in a suburban area and borrowed money to build a combination dwelling, office, storage and sales building. His wife looked after

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the rapidly growing business while he continued to hold his job as an accountant. They happened to be in a city where there was little competition.

The demand for landscape services grew to such an extent they went into that business in addition

to their cash-and-carry operation. Finally the volume of business was so great that the accountant resigned and became a full-time, prosperous nurseryman.

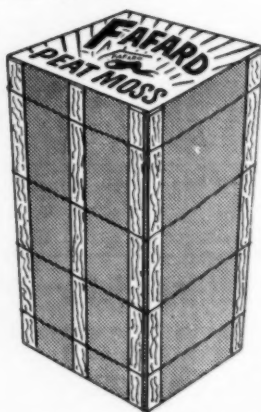
Because of the slow rate of turnover in the nursery business, the nurseryman must realize a much

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larger profit on each sale than the businessman who can turn his capital many times a year. A can of beans that costs the grocer 18 cents may retail for 20 cents. But the money invested in that can of beans will be returned to him in a month or sooner; he can use it to buy another can. Assuming that he sells his stock of beans once a month, he will have earned 24 cents on each dollar invested in beans during the year.

As stated in an earlier chapter in this series, the tendency of a beginner in the nursery business is to price his stock too low. You can readily see that as a nurseryman you cannot operate on such a small margin as the grocer. Even if your rate of turnover were once a year, you would have to figure on a profit of 24 cents on the dollar in order to realize as much return on your dollar as the grocer does with a profit of 2 cents.

Your product is perishable; some of it will die before it is sold. That which remains unsold at the end of the season may become a liability unless it can be carried over. You may have to replace some of the stock sold to customers. These are some of the contingencies that must be taken into account when you establish your prices.

Method of Figuring Markup

In order to understand better the problem of pricing nursery stock, you should be familiar with the process by which markup is figured. Stated in its simplest terms, markup means the difference between the cost and the selling price. If an item costs 50 cents and sells for \$1, the markup is 50 cents; however, markup is usually stated in terms of percentage.

Many nurserymen, especially those new in the business, have been in the habit of figuring the percentage of markup by basing it on cost. In the example just given, where the selling price is double the cost, the percentage of markup based on cost would be 100 per cent, but this way of figuring the percentage of markup has long since been discarded by retailers.

The recognized method now in use is to base the percentage on selling price. The markup is determined in this manner: Subtract the cost from the selling price and divide the difference by the selling price. The resulting figure is the percentage of markup.

A 50-cent cost subtracted from a selling price of \$1 leaves 50 cents. Dividing 50 cents by \$1, gives you



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a markup of 50 per cent. By using this method of figuring markup you will find it impossible to arrive at a 100 per cent markup. Suppose your retail price on a certain item is five times the cost; your markup would be 80 per cent. One of the chief advantages of this system is to help the merchant avoid underpricing his merchandise. It makes him realize his markup may not be so large as it might at first appear to be.

There is no infallible formula that you can follow in pricing nursery stock. In general, the higher the cost price, the lower the markup. For example, a shrub costing \$1 might retail readily for \$3, a markup of 66 ⅔ per cent, but an evergreen costing \$25 might not retail for more than \$50 or \$60, a markup of 50 to 58 per cent. You do not need such a high percentage of markup on the higher-priced items, because your dollar profit per unit of sale is much greater.

A number of successful mail-order and agency nurseries charge three to five times cost, employing a markup of 66 ⅔ to 75 per cent. If your nursery stock prices include delivery or planting, they will naturally have to be higher than they will if your operation is strictly cash-and-carry.

Bank Credit Important

No matter how you finance your business, you should endeavor to establish bank credit. Most businesses at one time or another find it necessary to borrow money to tide them over periods of heavy expense or low income or to finance expansion programs. If, when you apply for a loan, your banker wants a list of your assets and a statement of your business prospects, do not consider it an affront, but give them to him freely. He needs that information before he can make an intelligent decision on your application.

You will find it a great convenience to be able to buy from your wholesale sources on open account. You do not need to bother figuring the amount of the order or to send a check. If you pay in advance and the order is not filled completely, as often happens, you have to wait for refunds, and your bookkeeping is made more complicated. When applying for credit, give the names of other firms from which you have been buying on credit and supply any other pertinent information the wholesale nurseryman needs to decide if you are entitled to buy on open account.

After you have established your trade credit, guard it jealously. Never permit your obligations to be-

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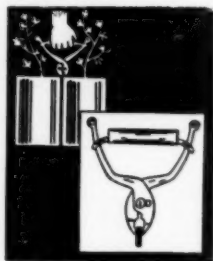
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come so large that you cannot take care of them readily. Pay all bills promptly, even before they are due, especially if a discount is offered. Discounting bills is not only an easy way to make money, but it gives you a higher credit rating. Someone has wisely said that next to your bank account your credit is your best asset.

Wholesalers' Discounts

Some wholesale firms offer a discount for payment in advance of shipment. If the discount is greater than the discount allowed under the regular open account terms it might be good business to make the advance payment. In general it is advisable to take advantage of discounts offered, because they represent a good return on your investment. Suppose you bought \$500 worth of nursery stock on open account terms of 2 per cent 10 days, net 30 days from date of invoice. You could let the account run the full 30 days, but if you paid in 10 days you would earn 2 per cent discount or \$10.

There are approximately 12 30-day periods in the year; so your discount represents an earning at the rate of 24 per cent. If you had been offered a 3 per cent discount for payment in advance of shipment, your earning rate would have been 36 per cent. It would be hard to beat that in the nursery business.

Do not expect the wholesaler to finance your business. When you permit an invoice to run past a due date, you are, in effect, forcing the wholesaler to act as your banker. Many businessmen fail to see this. When money that is due the wholesaler is withheld, the one who owes it is using money that belongs to the wholesaler. The wholesaler may have to borrow money to tide himself over periods of lean income. This means that he is paying interest in order to carry delinquent accounts.

That is not good business for the wholesaler, because the interest he pays comes out of his profits. Neither is it good business for the dealer. The wholesaler will hesitate to give him credit again, and he may have difficulty getting credit from other wholesalers. It is customary for businessmen to exchange credit information. Always bear in mind that good credit is one of your most valuable assets.

Bank Loan Advisable

If you should find yourself unable to pay an account when it is due, you should try to borrow the money from a bank. That is the bank's business and it is one reason why you

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should establish bank credit. It is customary for wholesalers to charge interest on past-due accounts. The interest rate varies a great deal but is usually higher than the rate a banker will charge you. For this reason alone, it is good business to borrow money, if necessary, to pay your bills.

However, if you should be unable to borrow the money, your next best alternative is to lay your cards on the table with the wholesaler. Tell him exactly what your situation is, why you are unable to pay now and — as nearly as you can — when you will be able to pay. It is always better to make partial payments from time to time to show your good intentions than to wait until you are able to pay the entire amount due.

You will find that, if you make your position clear to wholesalers, most of them will do all they can to go along with you until such time as you are able to pay. They are interested in keeping you, not only as a customer, but also as a solvent customer.

Remember that the wholesaler does not know your problem unless you tell him; neither does he know what your intentions are unless you tell him. Since your interests and those of the wholesaler are mutual, you will be wise to confide in him, consider his advice and work closely with him.

You should establish a policy in regard to extending credit to your customers. In the cash-and-carry and mail-order business this will not be much of a problem, but in the landscape business you cannot get away from it. Be sure that your customer is a good risk for the amount you have to invest in landscaping his grounds. If you do not have firsthand knowledge of his credit, the best place to get it is from the local retail credit association. It probably will pay you to join this organization.

Watch collections carefully. Send statements promptly each month and do not hesitate to request payment of overdue accounts. Anyone who really wants to keep his credit good will pay his bills promptly. A courteous suggestion that he probably overlooked the account will not offend him. Only those who are poor credit risks become angry; you do not want their business anyway.

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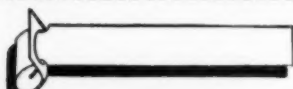
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NEW JERSERY ARBORISTS

The Arborists' Association of New Jersey celebrated the 20th anniversary at its annual award dinner and dance last December, at the Friar Tuck Inn., Cedar Grove, N. J. The presentation of awards highlighted the evening's entertainment for approximately 200 members and guests. Certificates of appreciation for exceptional service to the association were awarded by President Everett B. Dyer to Herman S. Porter, Raymond E. Harman and Edward Ter-
ner.

Mr. Harman, assisted by awards chairman Richard Horner, then awarded past president's certificates to Leonard F. Anderson; Harry J. Banker; Harry L. Birdsall, Jr.; Eugene O. D'Allessandro; Walter Whit-
ham; Thomas E. Intile; Edward Chorpenning; Ernest J. Ricca, and Kenneth S. Gregory. Climaxing the evening's activities was the presentation of a bronze plaque "for out-
standing and unselfish service to the Arborists' Association of New Jersey." This annual award, established in 1956, was won this year by Harry J. Banker, who served as A. A. N. J. president in 1949.

ROGUE VALLEY ELECTION

Officers elected earlier this year for the Rogue Valley Nurserymen and Growers' Association include the following Oregon nurserymen: President, Jack Williams, Ashland; vice-president, Margaret Meadows, Medford, and secretary-treasurer and business agent, J. Vernon Marshall, Marshall Nurseries, Medford. El-
wood Kendall, Valley Florist & Greenhouse, Grants Pass, was elected chairman of the board of direc-
tors.

OREGON SHORT COURSE

[Continued from page 10]

of nitrogen is sometimes needed. With urea-type fertilizers, three or four applications are needed per season.

Dr. Chadwick closed his talk with advice concerning the feeding of growing shade trees. He said that there is no single formula to be recommended, as it would depend upon the soil, type of tree and plant age. Usually, he said, a high-nitrogen balanced fertilizer, such as 12-6-4 and 10-8-6, is used. He did not favor too much organic nitrogen in the fertilizer used, as the inorganic form is more quickly available.

As to the time for fertilization, he said that almost any time is all right. He believes there is little to worry about from winter injury after feed-

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ing. In fact, experiments at Ohio State University with plants well fed shortly before freezing time had shown that well-fed plants are better able to withstand the cold.

Concerning the method of fertilizer application, Dr. Chadwick said that there are several good ways, depending upon the soil condition. If drill holes are used, they should be numerous and of varying depths, ranging from 12 to 18 inches. The holes should start near the tree trunk and run out beyond the spread of the branches. From one-half to one-fourth pound of fertilizer per inch diameter of the tree being fed is recommended. Fertilizer should be applied as it is needed.

Control of Mites

Dr. F. F. Smith, agricultural research service, Beltsville, Md., talked at the general session on "Control of Mites on Ornamental Crops." He began by telling the history of mite control on greenhouse crops and referred to the materials which were developed over the years to control the pests. The chief problem, after a control was developed, was the fact that mites became resistant in many instances. This led to a considerable list of materials which were serviceable for a while, but then became ineffective.

Kelthane, he said, at first gave perfect control on mites. The weak spot in miticides is not in the contact action, but rather in the residual action on resistant mites. The aramite-OMPA combination is still useful in most instances. Tedion is a new material from Holland being tested at Beltsville; it kills eggs and newly hatched larvae and produces a residual kill for up to 18 days. He said that the resistant ability built up in mites is inherited, and once a material fails, it is always one to which mites will be resistant.

Greenhouse resistant mites will not survive outdoor cold during the winter. In experiments, said Dr. Smith, the mites on greenhouse roses which were transferred outdoors did not survive. Clean, fresh rosebushes brought into the greenhouse from outdoors will contain nonresistant mites.

Nurserymen's Session

K. G. Swenson, O. S. C., was chairman of the nurserymen's session, when Dr. Chadwick reviewed regular propagation procedures and then spent considerable time on the propagation of seeds. There are three main points concerning procurement of good seeds, he said: (1) Order early; (2) collect more of

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one's own seeds where a good supply is available, and (3) understand what constitutes good seeds.

Hart-coated seeds are the biggest problem from the germination standpoint. Such seeds require use of the moist stratifying method, scarification or H_2SO_4 as a softening agent. Growers were urged to understand thoroughly the seeds with which they work. Properly ripened seeds are essential, and they should be neither too immature nor too old.

Dr. A. N. Roberts, O. S. C., described the work going on at the college concerning "Rootstock Selection for Field-grown Roses." In an effort to produce better rootstocks the college has been experimenting for several years with various strains of *Rosa multiflora*. Approximately 12 strains were discovered among Oregon rose growers, and these, along with Texas strains, Clark, Welch and Tate, were used for the experiments.

Since 1953 two crops of approximately 6,000 plants each have been grown on these stocks. In 1953-54, three scion-bud varieties (Etiole de Hollande, Mrs. Sam McGredy and Hoover) were budded on 15 selected types of *R. multiflora* roots. In 1955-56, six scion-bud varieties (Shining Star, Ena Harkness, Crimson Glory, K. A. Viktoria, The Doctor and P. S. duPont, each differently colored and of different parentage) were budded on the five best stocks from the previous test.

Performance of these rootstocks, said Dr. Roberts, was judged on the following basis: (1) Degree of fall forcing (shoot elongation immediately after budding during late summer and fall), (2) bud failure or pinch-off, (3) grade of plants produced and (4) suckering of rootstock. To date it appears that Oregon selections 1, 3, 6 and 8 and Texas Clark are the best available in the college collection, said Dr. Roberts. Texas strains, he said, have the disadvantage of growing late into the fall and thus are more subject to winter injury. Rootstock good for one variety of rose does not always prove to be good for others.

Crown Gall

Ira Deep, O. S. C., had as his subject "Reduce Crown Gall Losses with Antibiotics." Bacterial crown gall, he said, causes large losses in apple, cherry, rose and other nursery stock. The college, he said, has been experimenting for several years with streptomycin, terramycin and agri-mycin (a mixture of streptomycin and terramycin).

Tests are made of these materials as dips with the Semesan Bel treat-

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ment used as a check. Streptomycin was found to be about as effective as Semesan Bel, agri-mycin somewhat more effective and terramycin much more effective. The antibiotics have the added advantage of not being toxic to plants or humans when used as advised. The recommended use of terramycin on the pruned roots is to dip the root ends in a 200 parts per million solution of the material for 30 minutes. Mr. Deep also said that it had been discovered that using a fungicidal dip without a bacterial treatment would not control crown gall entry into the plant. As a consequence, he advised following a fungicidal dip immediately with the antibiotic treatment.

John Wieman, handling the subject of "Problems in Shipping Nursery Stock," told nurserymen that they must exercise every care on out-of-state shipments. He urged shippers to notify the department whenever a shipment is refused. He told of the bureau's efforts to keep abreast of all inspection problems at all times. He also referred to the nursery fees and to the amount of money used from such fees to further research in nursery problems of the state.

Don Martel, O. S. C., was chair-



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man of the landscape gardeners' session. George Fujinaka, landscape gardener at Portland, Ore., told about the significance of Japanese gardens and how the Japanese ideas are being transferred to this country.

John W. Neill, University of British Columbia, Vancouver, Canada, talked about "Street Trees." He referred to the effects of zoning laws, the width of streets and the types of housing development (single or multiple) as all having an effect on the kind of trees which should be planted. He said that illusions can be created by proper tree planting, such as making a street appear wider or narrower. Other factors having a direct bearing on the kind of trees

to be planted are the overhead wires, depth of sewers and other drains beneath the surface, etc.

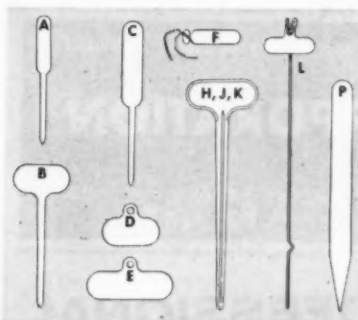
The Landscape Gardeners' session ended with an interesting panel discussion for landscape architects on "Solutions to Site Problems." On the panel were Wallace M. Ruff, O. S. C.; George Jette, University of Oregon, Eugene; Arthur W. Erfeldt, Portland; Florence Gerke, Portland; Frances Stafford, Portland; Kay Huntington, Salem; Eunice Brandt, Salem, and Lloyd Bond, Eugene.

The session for holly growers had John Inskeep, county agent, Oregon City, as chairman. Melvin Conklin, O. S. C., discussed "Holly Statisti-

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cal Data and Marketing Problems." He said that production is increasing but there seems to be no saturation point in the foreseeable future. After Mr. Conklin's talk, there was a panel discussion on "Report on 1957 Handling and Shipping Survey and Experimental Shipments." On the panel were Ralph Clark, moderator, O. S. C.; Fremont Sprowls, county agent, Multnomah county, Gresham; Lloyd Baron, county agent, Hillsboro, and Robert Smith, county agent, Oregon City. After the panel discussion, Holly Growers, Inc., held a business meeting.

At the session for bulb growers, with W. R. Orchard, O. S. C., as chairman, "Progress in Control of Bulb Diseases" was the subject of Dr. C. J. Gould, Washington State College, Puyallup. Dr. Gould reviewed research and practical application of bulb disease controls which have been developed over the years and cited their effect on crop yield and upon the value of the bulbs for both forcing and dry sales.

K. G. Swenson, O. S. C., dealt with "Spread of Virus Diseases by Insects." M. G. Cropsey, O. S. C., told about "Harvesting and Handling Equipment for Bulbs," emphasizing the value of good bulb-handling equipment as a means of bulb protection and labor cost reduction.

Final speaker for this session was Dr. A. N. Roberts, O. S. C. In speaking of "Bulb Nutrition Problems," he emphasized the importance of building up soil fertility over the years and then making the necessary applications of fertilizer in the fall before planting the bulbs. He also urged an application in the early spring to boost bulb size.

On the evening of February 4 the nurserymen enjoyed a fine smorgasbord dinner at York's Country Kitchen, and a program of entertainment.

Nursery Accounting

Opening the second general session, of which Frank P. McWhorter was chairman, Willard M. Craig, business administration department, O. S. C., talked about "Accounting—An Aid to Management." Mr. Craig said that growers should keep records on every crop produced in order to know which crops are paying satisfactorily and which are not. He suggested that greenhouse growers set up production records based on square footage, so that comparisons of production costs per square foot can be made between crops.

He also suggested that a careful breakdown be made of expenses, so that the grower can analyze the vari-

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ous cost factors to determine those which are excessive. By keeping current records at all times, he said, the grower has an opportunity to catch cost factors which are out of line and to make changes before it is too late.

"Symphylids and Their Control" was discussed by H. E. Morrison, associate entomologist, O. S. C. Parathion, said Mr. Morrison, is producing satisfactory results in the control of symphylids. Good results are obtained with various formulations, but he recommended the use of parathion at the rate of five pounds of actual material per acre, worked immediately into the top four to six inches of soil.

The effect of the material, he said, is not long lasting, but there is a period after the toxicity of parathion is gone when symphylids still do not return to the soil. This over-all period is about three months. This is a long enough time to give most plants a chance to establish good root systems. It is not long enough to prevent the necessity for severe cullage of root crops that are sold on the fresh market. In such a case an additional earlier treatment may be necessary. Mr. Morrison urged growers to use extreme caution in the application of parathion, because of its highly toxic properties.

He did not recommend the application of parathion through sprinkler irrigation systems, because the material damages crops through direct contact. On edible crops, the material should not be applied later than three weeks before harvest. Field workers should remain out of the treated area for at least a week after application, he said, or wear protective clothing.

Experiments, he said, have shown that only 30 to 35 per cent of a symphylid population are to be found in the top six inches of the soil. This, he said, explains why repeated application of parathion is necessary to keep the pests under control. It also emphasizes, said Mr. Morrison, the importance of crop planting soon after treatment.

Other Symphylid Controls

When properly timed and applied, he said, one application of ethylene dibromide, Vapam or Nemagon can maintain satisfactory symphylid control for three years. Effective dosages of these materials have been tentatively established as 10 gallons of 85 per cent solution for ethylene dibromide, 40 pounds of actual Vapam per acre and 35 pounds of actual Nemagon per acre. Poor results have

[Continued on page 148]

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Kansas Shade Tree Conference Meets

By Noel Wysong

Under the sponsorship of the year-old Kansas Arborists' Association and Kansas State College, Manhattan, Kan., the fourth annual Kansas state shade tree conference was held January 16 and 17 in Umberger Hall, of the college. The meeting was attended by 142 persons. Of these, 27 came from Missouri, two each from Nebraska and Illinois, one from Arkansas, one from New York and 109 from cities scattered throughout Kansas.

At the business session of the Kansas Arborists' Association, held Thursday evening after the annual banquet, officers for the coming year were elected as follows: President, Fred E. Wagner, arborist, McPherson, Kan.; vice-president, Roy Rasmussen, Boystown, Neb., and secretary-treasurer, Hugh E. Thompson, Kansas State College.

Elected to a 3-year term on the executive committee were Glen C. Banks and John Firsching, Wichita, and Vernon Cooper, Lawrence, Kan. L. A. Calkins, Iola, Kan., was chosen as chairman of the membership committee, and Robert Funk, Newton, Kan., as chairman of the publicity committee.

Association Growth

In the president's report, Fred Wagner briefly reviewed the history of the Kansas Arborists' Association, told of its objectives and accomplishments during the past year and mentioned projects for the future. The association was organized, he said, to secure closer cooperation among Kansas arborists and to promote better arboricultural practices in the state. At the organizational meeting, held January 17, 1957, he said, there were 23 arborists present, and these became charter members of the association. During the year, 43 members were added, and during the 1958 conference 16 new applications were received.

The objectives of the association were stated as: (1) To stimulate interest in the planting and preservation of shade and ornamental trees; (2) to improve tree preservation through good arboricultural practices; (3) to cooperate in the conservation of trees and in the beautification of the countryside; (4) to initiate and encourage scientific investigations into the various problems encountered in the practice of tree preservation and to cooperate

in making results available; (5) to sponsor an annual meeting devoted to the exchange and presentation of information that will aid in the improvement of the practice of tree preservation and arboriculture, and (6) to encourage the display and demonstration of materials or equipment used in the practice of arboriculture, by manufacturers or distributors.

Projects

Projects in which the association has engaged during the past year and which are to be continued, Mr. Wagner said, include support of the movement to establish an arboretum in Kansas, which was proposed originally by the Kansas Nurserymen's Association; actively publicizing and participating in a state Arbor day program, and identifying and labeling the trees that stand on the grounds of the State Capitol building. For this latter project, he said, the Kansas Arborists' Association has allocated funds for the purchase of

necessary materials, and the actual work of identification and labeling will be started within the next few months.

The educational sessions opened with an address of welcome by Dr. Glen H. Beck, director of the Kansas agricultural experiment station.

The central theme of the conference, Dutch elm disease control problems, was presented by Dr. William F. Pickett, head, department of horticulture, Kansas State College, in his paper "Fight or Run?" He warned that those interested in trees may have to fight more vigorously than ever to obtain sufficient funds for plant research in view of the emphasis presently being placed on government defense projects. Trees, he emphasized, represent a great natural resource, and nurserymen and others must publicize their value constantly to government officials who have control of public funds.

Laws in Kansas relating to trees and tree service were ably discussed by Dean Garwood, of the Kansas



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entomological commission. Topeka, in his paper, titled "The Law Protects You!" Some years ago, he said, a pest control act was passed in Kansas and amended in 1957, providing for licensing in five fields of operation. These are (1) Tree pest control — insects and diseases; (2) fumigation — insects and rodents; (3) rodent control; (4) control of insects in buildings by means other than the use of gases, and (5) termite control. Those who would operate in any of these fields of pest control are first required to take a state examination. To those who successfully pass the examination, a license is issued which may be renewed annually. Such licenses may be revoked, Mr. Garwood pointed out, if the operator fails to conform to the provisions of the law or is proved to be using unethical practices.

He mentioned two regulations that must be observed: (1) Operators must notify authorities of changes of address, and (2) before starting work, an operator must present his client with a written statement specifying the type of work that is to be performed and stating approximately when it is to be completed.

Kansas laws, Mr. Garwood said, provide penalties for fraudulent practices. He suggested that mem-

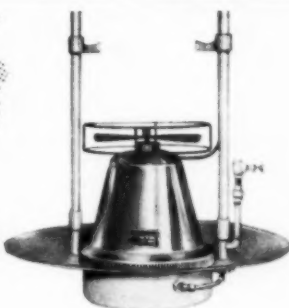
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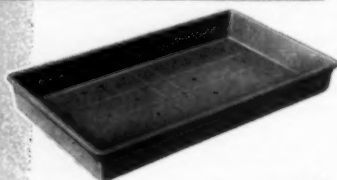
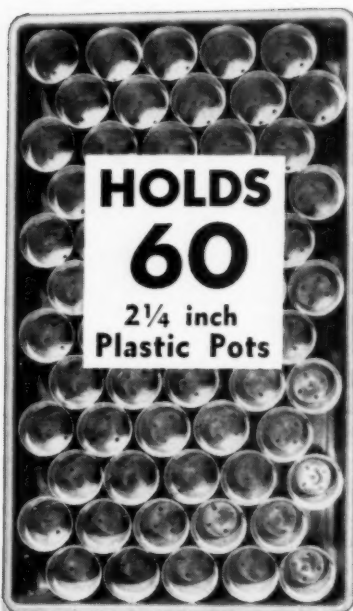
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bers of the Kansas Arborists' Association warn the people of their communities against patronizing itinerant salesmen who offer tree service. He said the invasion of the Dutch elm disease into Kansas probably will result in a greater number of operators' licenses being issued; from June, 1957, to January 1958, about 25 per cent more licenses were issued than in the same period of the preceding year.

"Shade Tree Organizations" was the topic discussed by Noel B. Wy-song, of the forest preserve district, River Forest, Ill. He outlined the

history of the National Shade Tree Conference and spoke of the benefits derived from such organizations. Practicing arborists gain technical knowledge through contact made in meetings of tree organizations, he said, and this results in increased ability to perform arboricultural work. The performance of higher-quality tree work benefits the public.

An excellent paper was presented by R. W. Campbell, of the department of horticulture, Kansas State College, on "Selection and Care of Sprayers," in which he listed maintenance practices that should be ob-



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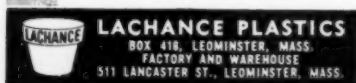
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served. These included the following: (1) Thorough lubrication each day, especially of all moving parts; (2) use of a good strainer in pouring chemical mixtures into the spray tank; (3) thoroughly washing out the sprayer, including the hose, at the end of each day's work; (4) washing and cleaning the outside of the sprayer each day as a means of preventing rust and corrosion; (5) carrying the sprayer hose rather than dragging it over the ground; (6) at the end of the spray season, cleaning the sprayer thoroughly, both inside and out, disconnecting the pump and hose and following the manufacturer's directions carefully in preparing the sprayer for storage, and (7) before the next spray season begins, checking the sprayer carefully and replacing worn parts.

In commenting on the use of the same sprayer in application of herbicides and insecticides, Dr. Campbell said 2,4-D could not be cleaned sufficiently from wooden tanks to make them safe in applying insecticidal or fungicidal materials.

To clean metal tanks of 2,4-D he advised filling the tank with warm water and household ammonia mixed at the rate of one quart of ammonia to 25 gallons of water, then pumping out a few gallons to wash pump parts and allowing the rest of the mixture to remain in the tank for at least 24 hours and preferably two days. Then, he said, the tank should be drained and rinsed thoroughly with clear water.

Sprayer Selection

Dr. Campbell said in purchasing sprayers, selection should be based on such factors as the type of chemical materials intended to be used in it; the time allowable for getting the work completed; the type of vegetation which is to be treated; varied uses, besides tree spraying, to which the machine may be put, and the accessibility of parts for repair and replacement. He said tank capacity should be considered; in areas where water is not easily available, the tank generally should be larger than where water is plentiful. Ground conditions in the area where the sprayer is to be used may also influence the choice of tank capacity, he said. If the sprayer is to be drawn only over hard-surfaced roadways, the tank capacity and weight of the loaded machine may be greater than if the sprayer equipment is to be used in unpaved areas.

In contrasting mist blowers and hydraulic sprayers, Dr. Campbell pointed out that water is the carrier of the chemical in hydraulic sprayers,

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while the air blast serves this purpose in mist blowers. He said the effectiveness of a mist blower is governed by the distance the air blast will carry the water-chemical mixture with the particles remaining in liquid form; dried chemical particles will not adhere to leaf surfaces, he cautioned. In properly functioning mist blowers, the ratio of chemical to water is the same in the air-driven particles as it is in the tank. A series of slides was used to illustrate the use of hydraulic sprayers and mist blowers, and the talk was followed by a demonstration of sprayers and mist blowers on the campus of the college.

Public Relations

In an after-dinner talk, Noel B. Wysong spoke on the topic, "This Business of Ours," and stressed the importance of establishing and maintaining good public relations. Regardless of technical ability possessed by an arborist, he said, good public relations are essential to success. The maintenance of good relations must extend to the arborist's employees, he pointed out, as well as to the public on which the arborist depends for work. He listed a number of methods by which good relations could be established and maintained and emphasized that performance of high-quality work and ethical business and professional practices are of paramount importance.

"The Dutch Elm Disease Fungus" was discussed by Stuart M. Pady, head, department of botany and plant pathology, Kansas State College. Dr. Pady said the disease was found for the first time in Kansas in October, 1957, in an elm at Kansas City. He briefly told the history of the Dutch elm disease in this country, saying it was imported in logs brought from Europe. It was found first at Cleveland, O., in 1930, and Kansas is the newest in the list of states where it is now established.

He described the fungus as a vigorous parasite which will grow also as a saprophyte in dead elm wood. He said the length of time the fungus may live in deadwood depends upon the amount of moisture in the wood and the temperature; in a few cases, he said, it has been found able to survive two years in dead elm wood.

Beetle Control

Dr. Herbert Knutson, head, department of entomology, Kansas State College, then discussed "The Elm Bark Beetle Vector," in which he described the smaller European elm bark beetle as the principal carrier of the Dutch elm disease, with the native elm bark beetle also serving as a carrier in some areas. He

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suggested that in western Kansas the colder winter temperatures might prevent the establishment of large populations of the European elm bark beetle. Dr. Knutson said two generations a year of the smaller European elm bark beetle could be expected in Kansas; the spring emergence of the adults occurs early in May, while adults of the second brood emerge late in July or early August.

In discussing control methods, Dr. Knutson said the first step in preventing the spread of Dutch elm disease is to eliminate the beetle population. This is done, he explained, through sanitation and spraying healthy trees as a protective measure. Sanitation consists of destruction of elm wood capable of serving as a breeding place and habitat of the beetles.

DDT is the insecticidal material generally used for spraying. This is commercially available in oil emulsion concentrates containing 25 per cent and 32 per cent DDT. For dormant spraying with a hydraulic machine, a 2 per cent emulsion is used and is prepared by adding eight gallons of 25 per cent emulsion concentrate to 92 gallons of water, or 6.25 gallons of the 32 per cent concentrate to 93.75 gallons of water.

In dormant applications with a mist blower, a 12 per cent DDT emulsion is recommended; at this concentration, one gallon of spray contains one pound of actual DDT. It may be prepared by adding 50 gallons of the 25 per cent DDT concentrate to 50 gallons of water. Dr. Knutson said the dormant application must be made before the beetle emergence occurs in the spring and added that it might be applied any time during the winter and early spring when the temperature is above 32 degrees Fahrenheit. The tree must be covered thoroughly with the spray materials.

A film produced by the Standard Oil Co., "Fighting Dutch Elm Disease," was then presented by E. F. Herrbach, entomologist, Standard Oil Co., Chicago, Ill.

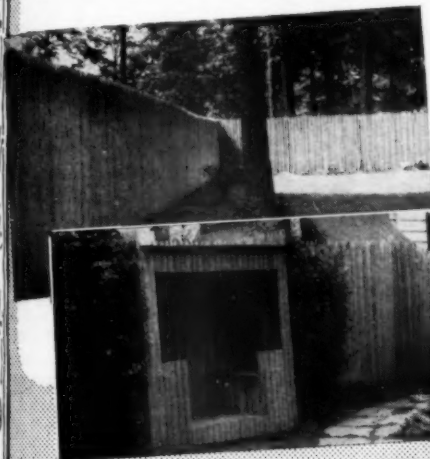
Experimental Work Told

Hugh E. Thompson, of the department of entomology, Kansas State College, in his paper on "Results and Recommendations," described various field experiments conducted during the past year on control of the Dutch elm disease and the carrier beetles. He told of using various insecticidal chemicals at varying concentrations and said he found that weak concentrations and light dosage did not give satisfactory results. He

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advised following the recommendations of scientists of the United States Department of Agriculture and other competent research agencies both as to concentrations and rates of application. Dormant applications of either DDT or dieldrin, though applied primarily for control of the elm bark beetles, he remarked, also result in a satisfactory kill of cankerworms.

In discussing flight habits of the elm bark beetles that carry Dutch elm disease, Dr. Thompson said female beetles in searching for suitable elm wood in which to lay eggs may travel many miles and may carry the disease far in advance of the known front of infected areas. He said he had found the fungus actively growing in elm logs in a city dump 50 miles from any known diseased elm.

"A Municipal Shade Tree Pro-

gram" was the topic of a panel discussion led by E. F. Herrbach, with John Firsching, William Yerkes and Noel B. Wyson serving as panel members. This panel presented various aspects of organization, financing and legislation necessary in municipal tree work.

Work Contracts

Ray A. Keen, of the department of horticulture, Kansas State College, in discussing "Contracts and Specifications," emphasized the need for writing specifications for jobs in clear, easily understood terms and advised that contracts must specify exactly what is to be done under the terms of the contract. He cited the specifications and the arboricultural code printed in the proceedings of the 30th national shade tree conference and suggested that these might be used as a guide in preparing spec-

ifications and contracts. He also mentioned the booklet "Guide for Community-Wide Control of Dutch Elm Disease," recently published by the Midwestern chapter of the National Shade Tree Conference, as a source of information on the preparation of specifications and contracts in Dutch elm disease control work.

Dr. Keen mentioned a number of instances of poor tree work's having been performed because cities, villages and other public groups usually are required by law to accept the lowest bid on work done under contract. Often the lowest bid, he said, is made by incompetent or unethical operators and this may result in substandard work or actual fraud. To protect the public and legitimate arborists, Dr. Keen advocated education of the public on approved practices in arboriculture and such legislation as may be necessary to prevent

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unethical or incompetent practitioners' engaging in arboricultural work.

Shade Tree Pests

The final paper on the program was given by Hugh E. Thompson, of the department of entomology, Kansas State College, on the subject, "Shade Tree Pests in Kansas." Aerial spraying for control of cankerworm in Kansas cities was a common practice a few years ago, Dr. Thompson said, but at present the infestation is not sufficient to justify this method of application. In applying insecticides with conventional sprayers for cankerworm control, he suggested the use of two pounds of 50 per cent DDT wettable powder in 100 gallons of water, the application to be made as soon as the young caterpillars appear on the foliage.

Bagworms, he said, are increasing in Kansas and may be found on spruce, box elder, pin oak and other trees. These pests can be controlled by spraying with one-half gallon of 50 per cent malathion emulsifiable or eight pounds of arsenate of lead in 100 gallons of water, the material to be applied when the bagworms are still young and small.

For control of oak kermes he suggested that three applications of malathion, one quart of 50 per cent emulsifiable to 100 gallons of water, be made at intervals during the time these pests are in the crawler stage, in late June and early July in Kansas.

For control of such insects as the Utah cedar scale and European elm scale, Dr. Thompson advised the use of malathion during the crawler stage. He mentioned systemic insecticides and said these materials seemed promising, since exact timing in the application is not so important as is the case with other materials. He warned, however, that presently known systemics are extremely toxic to humans.

Dr. Ray A. Keen gave a summary of the papers presented at the meeting and said it is planned to hold a Kansas shade tree conference annually at the college.

OREGON SHORT COURSE

[Continued from page 141]

been obtained with Nemagon granular formulations, he said, at Oregon State College. Some failures with Nemagon and with Vapam, he said, were due to faulty preparation of the seedbed and failure to compress the soil after treatment.

"Climate and Man" was the title of an interesting panel discussion by members of the college faculty held

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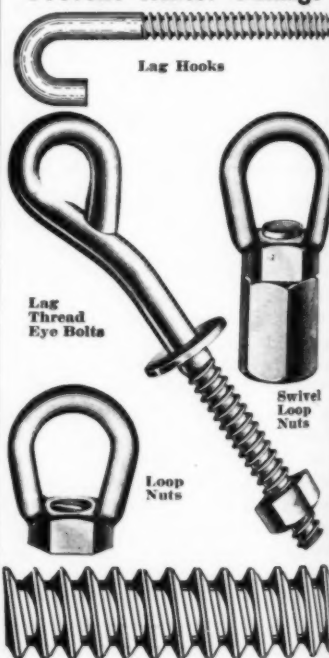
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at the close of this general session. William P. Lowry, meteorologist, covered the phase of "Some Physical Aspects of Climate"; William W. Chilcote, of the botany department, discussed "Soil, Plant and Topographic Influences on Climate"; L. T. Blaney, associate horticulturist, covered "Horticulture and Climate," and Donald J. Martel, head, department of landscape architecture, handled "Climate Control in the Landscape."

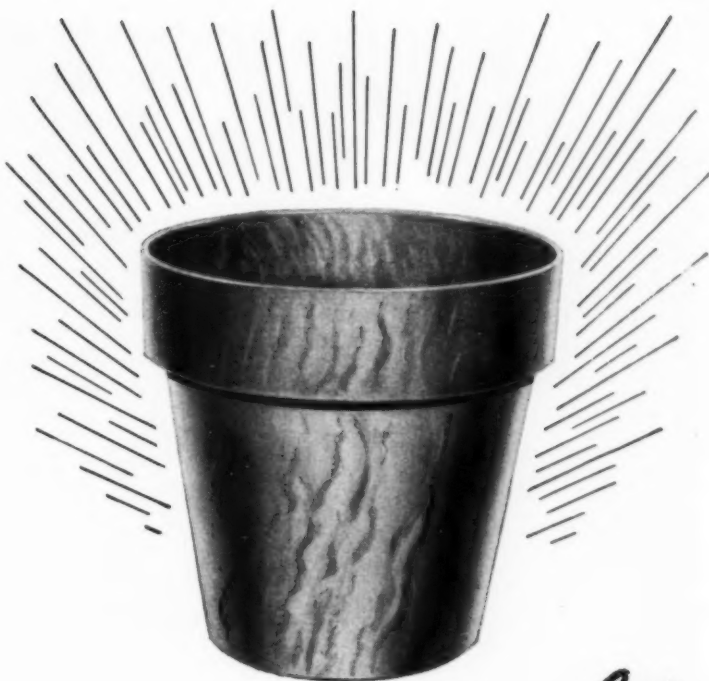
Session for Holly Growers

Fremont Sprowls was chairman of the second session for holly growers. Speakers and their subjects were as follows: "Status of Insect and Disease Control in Holly," K. G. Swenson and Roy Young; "Holly Propagation Developments," Conrad Weiser, and "Grass and Weed Control in Holly," Rex Warren. There was also a panel discussion entitled "Holly Variety Clinic — What Is Good Holly?" On the panel were A. N. Roberts, John Inskip, John Wieman and Ralph Clark. All speakers were from O. S. C. except Mr. Inskip, Clackamas county agent, and Mr. Wieman, superintendent, bureau of nursery service, Oregon department of agriculture. Sessions were also held for gladiolus growers and lily growers.

Reports Research

The session for nurserymen, florists and landscape gardeners was under the chairmanship of Robert Every. The first speaker, Dr. L. C. Chadwick, reporting on "New Research of Interest to Nurserymen and Landscape Gardeners," said that he felt that is not practical to carry container stock in most areas colder than California for more than one winter, because it is too expensive to do so. However, he said, the idea of starting with small liners and carrying them for one year in containers offers good merchandising possibilities. Regarding the handling of nursery stock by chain stores, he said that he considers there is little for the nurseryman to worry about, inasmuch as most chain store customers are not potential nursery customers.

Next, Dr. Chadwick discussed the use of chemicals in the nursery. He said that many nurserymen rightfully are hesitant to use chemical weedkillers in the nursery because the tolerance of many nursery plants to the chemicals is not known. For this reason he urged caution but recommended a limited use of chemicals for weed control. Chemicals used in the seedbed or in the nurs-



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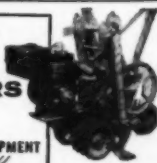
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ery itself should be thought of as a means of delaying weed development rather than as a way to eradicate weeds altogether, he said.

Seedbed Weed Control

For use in the seedbed he suggested methyl bromide at the rate of two pounds to 100 square feet of area, Mylone (a good new material that needs no soil cover) at the rate of three quarters of a pound to 100 square feet or Vapam at the rate of one quart to 100 square feet. Six to eight weeks of weed-free ground is all that should be expected, he said. The soil should be free from existing weeds before the chemical material is added. An effective combination of materials suggested was four pounds of Crag Sesone (SES) plus one-half pound of Carmex (CMU) to the acre. This combination covers a wider range of weeds and keeps them under control for six to eight weeks.

He said that no residual problems have shown up in experiments at Ohio State University, where six or seven applications have been made in an area. Most experiments there have been in plantings of taxus, he said. Euonymus, he said, is subject to some damage from Sesone.

To hold down early spring growth of weeds, he suggested a late fall or early spring application of CIPC. He mentioned that climatic conditions affect the reliability of all chemical herbicides. MH-30 he named as an effective material for delaying weed growth and also as a possible growth regulator for other plants in the future. More experimentation must be done in this regard, however, before recommendations can be made.

He recommended the use of Amizol to control grass and broad-leaved weeds in shade tree blocks. It can be used between the rows, he said, and close to the tree trunks. One application of four pounds to the acre will control weeds for four, six or eight weeks, he said, and a second application will extend control for the rest of the season. Amizol is also a specific control for Canadian thistle, he said. It should be applied at bloom time, with a second application two weeks later. Cultivation should precede the second application.

Amizol, he said, is effective against quack grass, but dalapon is best for cases in which quack grass is the only weed to be killed. To eliminate quack grass in stands of nursery stock, he suggested applying three pounds of dalapon to the acre, using considerable care to prevent getting

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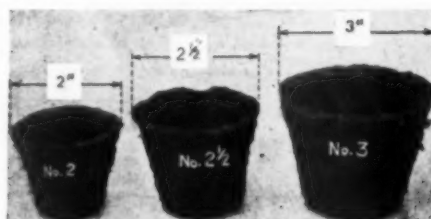
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the material on the nursery stock. The application should be repeated three or four times. If there is no nursery stock in the ground to be treated, dalapon can be applied at the rate of 10 pounds per acre.

Chemicals are being used, he said, as a means of preventing fruit set on some ornamentals. For this purpose he suggested the use of hormone materials, such as Apple-set. Concerning the use of ureaform fertilizers on lawns, he said that this type of fertilizer requires twice as much nitrogen as is needed from nitrate or ammonium phosphate. Dr. Chadwick said a few words on the use of lights in growing ornamentals. Experimentation in progress, he said, shows that some ornamentals are definitely light responders, making it possible to speed up growth considerably with the use of light.

Dr. Virgil Freed, associate chemist, O. S. C., talked about "New Developments in Weed Control Chemistry," bringing weed control problems into local focus. Climate, he said, has a marked influence on the use of weed control chemicals. Dalapon in Oregon, he said, should be used at the rate of 16 to 20 pounds per acre. With dalapon, Amizol and other chemical weed control materials, he said, a wetting agent should



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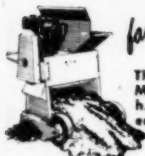
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be added, even though the material contains some wetting agent.

Chemical Herbicide Dangers

Concerning the dangers from chemicals used in weed control, he cited first the absorption type of danger from drift. To reduce this hazard he urged the use of a low-pressure spray plus large volumes of water. A pressure of 20 to 40 pounds is adequate for applying weedkillers. Another danger exists from the volatility of the chemicals used, he said. Gas or vapors can drift into stands of other plants. He suggested the use of nonvolatile forms of the chemicals used.

A third danger in using some of these materials, he said, is due to the fact that they do not break down in the soil rapidly enough during the summer months in Oregon when there is little or no rainfall. He suggested the application of dalapon two months before the area is to be planted with nursery stock. Other materials may need only a month before planting can be made, but some need up to five or six months to be really safe, he said. It is better to use repeated light applications of some of these chemicals, he said, rather than one heavy application, because they have a tendency to leach through the soil. He reminded growers that chemical weedkillers should be used with caution.

Mr. Freed mentioned Simazin and TCB as two new chemical weed-control agents on which experiments are being conducted at the college. For the control of grass in ground covers such as ivy or vinca, he suggested the use of granular IPC.

Richard Kirsch, department of soils, O. S. C., spoke on "Organic vs. Inorganic Fertilizers," prefacing his summations with the historical background of fertilizer use in the growing of plants. Using fertilizer probably dates back almost to the start of plant cultivation, he said, 12,000 years ago. He told of early efforts by men to determine what was most needed by plants and how those needs could be best applied. He mentioned the early-day grave robbing in England to get bones for fertilizer. Then he told about the discovery of deposits of potash, nitrates and phosphorus, which have been used to build the inorganic fertilizer business.

Decline in Use of Organics

The decline in the use of organic fertilizers, he said, was principally due to the scarcity of the organic fertilizers, their greater cost and the

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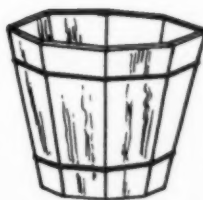
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low amount of available nutrients in them. In 1913, 42 per cent of the fertilizer used was organic, he said; in 1926, only 22 per cent was organic, and by 1951 the figure had been reduced to 4 per cent. Another factor reducing the use of organics, he said, is the slow release of the nutrients, because bacteria must convert the elements into usable form.

An advantage attributed to organic fertilizer, he said, appears in cases in which a fall application of fertilizer is needed to give early impetus to a crop in the spring. Inorganic fertilizer is not suitable for this purpose, as it is too easily leached away during the winter rains. Concerning the physical improvement of the soil on which organic fertilizer is used, he pointed out that organic fertilizers usually contain little organic matter. It would require 10 tons of organic fertilizer to the acre to increase the organic content by 1 per cent. This job, he said, can be done more cheaply with straw, compost, sawdust or other soil improvers.

Mr. Kirsch said there are trace elements to be found in organics which are not found in the regular inorganic fertilizers. However, he

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pointed out that these elements have been added to some inorganic fertilizers that are now available. He closed by saying that there are some advantages to be gained by the use of either organic or inorganic materials for fertilizer.

Dr. F. F. Smith had as his final subject "Combination Dusts and Sprays for Insect and Disease Control on Roses" and illustrated his address with color slides. He paid tribute to the various groups which

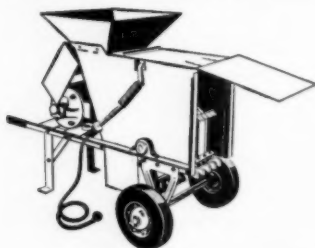
have contributed to the research being done on dusts and sprays for roses. He compared older materials used with some of the newer materials. Some of the problems existing with materials used in pest and disease control, he said, could be attributed to the diluents used by some manufacturers. A poor diluent can render a strong concentration of an essential ingredient in a spray or dust less effective than a smaller concentration of the same essential

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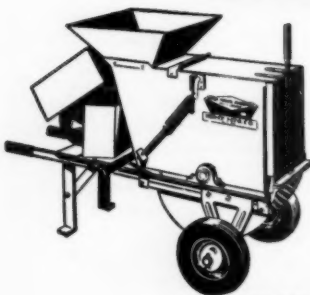
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ingredient in a different formulation.

Experimental rose plots at Beltsville, Md., said Dr. Smith, are dusted or sprayed from May to December. He advised growers to keep the foliage as clean as possible throughout the season. Twice weekly the flowers at Beltsville are cut and weighed as one of the methods of checking reaction to the various materials used on the plants.

Research with Thrips

Dr. Smith described research being done at Beltsville with regard to thrips. Thimet, he said, is a new systemic material which gives long-time control for these pests. He suggested using it in conjunction with malathion. He said that cloth treated with heptachlor, placed over greenhouse vent openings, will prevent thrips from entering. Further protection can be given greenhouse plants with malathion.

A new fungicide named by Dr. Smith was Phaltan, and a new miticide is Tedium. The latter is safe to use on roses, he said, and has a long toxic action on spider mites. He said that adequate control can be achieved with either a spray or dust. In closing, Dr. Smith gave to the group two formulations containing miticide, fungicide and insecticide. (1) Aramite, 1.5 per cent; maneb, 7 per cent, or zineb, 6.5 per cent; DDT, 5 per cent, and lindane, 1 per cent. (2) Malathion, 4 per cent; ferbam, 7.6 per cent, or captan, 10 per cent; DDT, 5 per cent, and lindane, 1 per cent.

Final speaker for the session was Riley Stevens, tree surgeon, Portland, who emphasized the importance of watching for disease symptoms in trees on which one is doing maintenance work. This should include regular examination of the roots, he said. Concerning pruning, he said that there should be a reason for every cut.

He recommended cabling a tree that has grown too large and is in danger of splitting. The tree should be cabled, he said, about two thirds of the way above the crotch. A large hook and steel strap should be used to cable a tree, he said. He also recommended the support of long limbs by cables dropped from above. Wherever countersunk nuts are used, he said, they should be placed so that the cambium layer of the tree can grow over them, thus removing a possible source of disease.

He described verticillium wilt as one of the most serious threats to maples in the state. The disease, he said, attacks through the roots, caus-

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ing an obstruction that cuts off the tree's food supply. As a measure of control he suggested the removal of infected areas of the tree and heavy fertilization. Badly infected trees, he said, should be removed and burned.

Concerning mechanically damaged trees, he said that any cavity work done on them should be handled by an expert. If the damage is superficial, he said, the wound should be treated to prevent further decay. An oval-shaped incision should always be made around a wound from which infected bark has been removed. He warned that house paint should never be used in place of regular tree paint to paint over a wound. House paint, he said, can cause die-back and other injuries.

NASHVILLE NURSERY FIRE

A fire in the boiler room of Tritschler's Nursery, Nashville, Tenn., during the early morning of January 10 cut off the heat in nine greenhouses containing about \$35,000 worth of plants. An article appearing the same day in a local newspaper quoted Jesse Tritschler, one of the owners of the nursery, as saying that efforts were being made to repair the boiler before nightfall to avoid the loss of approximately 150,



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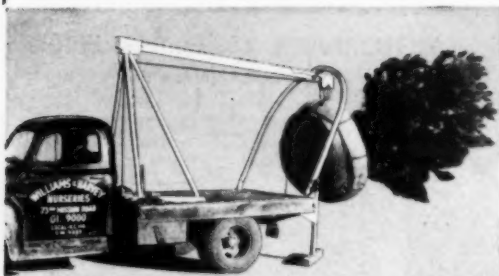
000 azalea and evergreen plants and cuttings. Cause of the blaze, which was confined to the frame building housing the boiler, was undetermined. Damage to the building was estimated at \$3,000.

NEW SUNLIGHT ROSE

Sunlight, a new golden-yellow hybrid tea rose developed by French hybridizer Francis Meilland, is being offered as a Star rose by the Conard-

Pyle Co., West Grove, Pa., for spring, 1958. Said to bloom continuously and freely, with from one to three flowers on each stem, the new rose is described as having 43 to 48 petals of a gracefully outcurling form. Sunlight is Chinese yellow occasionally and lightly washed with Mandarin red in the bud, taking on its golden tone and a delicate perfume when fully open, according to the Conard-Pyle Co. The virtues of good vigor, abundant and healthy

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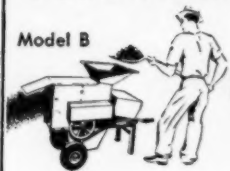
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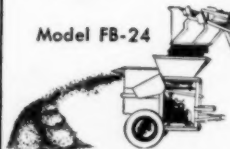
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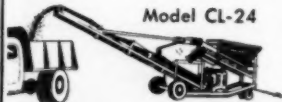
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foliage and good disease resistance are also claimed for the rose, which is said to be a tall-growing, well-balanced plant with leathery, deep green leaves. The variety is being patented.

DON JUAN CLIMBER

A hardy pillar rose with velvety red flowers is shown for the first time in the Jackson & Perkins Co. spring catalog. Named Don Juan, the new climber is everblooming. In June it is covered with flowers both in clusters and on single stems. Then throughout the summer and fall it produces a constant display of fragrant red flowers. These appear not only on the old wood, but also on the new tall-growing bottom breaks.

The individual flowers of Don Juan are said to be five inches in diameter and fragrant. They retain their color until the petals drop off cleanly.

Plants, when mature, grow to eight and 10 feet in height. They are well clothed in dark green foliage, which is said to be disease and mildew-resistant.

DELAWARE SHORT COURSE

[Continued from page 17]

mours & Co., Inc. CIPC sprays, using two pounds per acre, gave excellent control of chickweed by contact. Granular CIPC did not give control beyond the seedling stage. CIPC sprays had a stunting effect on a number of ornamentals, including arborvitae and roses.

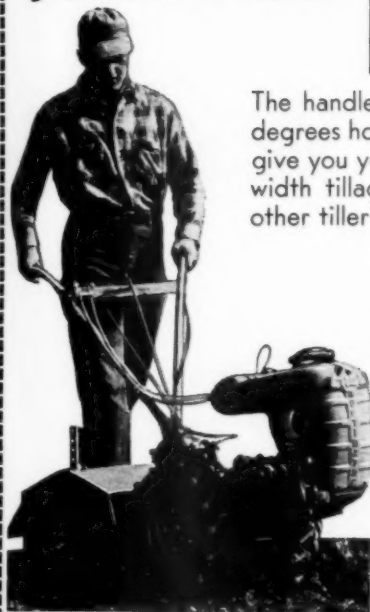
The CIPC was applied to 2 and 3-year-old plants in directed sprays, so that the lower third of the plant was hit. The following spring the new growth coming out of the sprayed area of the plant was delayed several weeks. No such effect was noted with neburon.

Safety Factor

Karmex N, continued Mr. Rahn, is closely related to Karmex W, which is used extensively on asparagus. Karmex N is about 1/50 as soluble as Karmex W, which itself is quite insoluble and is applied as a wettable powder. The fact that Karmex N is so insoluble is probably one of the main reasons why it is so safe to use on ornamental plants. However, Mr. Rahn added, there are certain precautions to be taken in the use of the material, as follows:

First, do not apply it to new, tender foliage of woody ornamentals in the spring or summer, especially when the temperature is high, or a yellowing of foliage may result. Plants usually outgrow this yellow-

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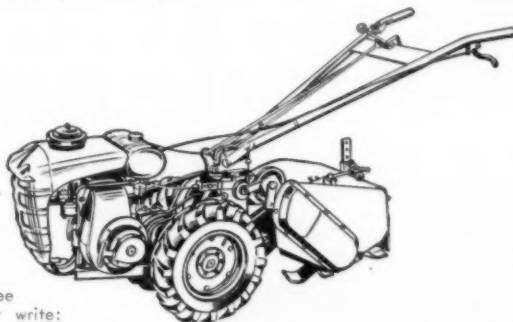


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ing, however. Wait until the foliage has hardened somewhat before applying the chemical.

Second, the fact that this material is quite insoluble means that in order for this chemical to kill weed seeds as they germinate, plenty of water after application is necessary slowly to disperse the chemical in the soil and kill the germinating weed seeds. Therefore, spring and fall applications are likely to be more effective, because the soil is nearly constantly moist and rains are more frequent; midsummer applications may sometimes fail unless irrigation is provided.

Other Neburon Recommendations

P. L. Poulus, of E. I. du Pont de Nemours & Co., Inc., Wilmington, Del., spoke at greater length on the nature and use of neburon. He stated that the compound has an exceptionally low order of toxicity to warm-blooded animals and presents no unusual hazard in handling or application in normal use.

The first commercial recommendation for the use of Karmex N is for control of weeds in narrow-leaved evergreen ornamental plantings in the field. As a blanket application, neburon may be applied to clean-cultivated areas with a fixed boom sprayer at the rate of four

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pounds of active ingredient per acre in a minimum of 80 gallons of water per acre. The same concentration can be used for band applications directed to the ground at the base of the plants. Rainfall or irrigation following application is necessary for best results. Moisture conditions in the northeast area make the product especially useful there.

Applications of neburon have given effective control of chickweed in established plantings of juniper,

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yew and chamaecyparis and in lining-out beds in Pennsylvania, Delaware and New Jersey, it was declared. On deciduous species, experimental data show that neburon performs best when it is applied in the late fall after the leaves have fallen or in the early spring before the plants break dormancy.

Plastic Structures

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versity Park, discussed "The Present Status of Plastic Greenhouses." The builder must first decide whether the structure is intended to be temporary, semipermanent or permanent. The cost will vary according to the use to which the house will be put. Mr. Rathmell believes that plastics have a place for temporary structures, but their value should be weighed carefully if a permanent house is desired.

Cost figures on square feet of land area covered by the various materials vary greatly, the speaker stated. All of the following figures include plastic, the structure, ventilation and heating costs. The cheapest house using polyethylene will cost about 40 cents per square foot of land area covered. About 25 cents would cover the structure, with 15 cents for some kind of temporary heat to keep the plants from freezing. Growers using secondhand lumber could reduce the cost considerably.

Plastics of a more durable nature covering a more permanent type of house would cost between 50 cents and \$1 per square foot of land area covered, depending on the mil thickness selected and the heating equipment necessary.

A glass greenhouse, including the heating system, will cost about \$4 per square foot. A secondhand greenhouse can be erected for about \$2 per square foot. Averaging out costs, a plastic house can probably be constructed for one-fourth to one-third the cost of a glass greenhouse. However, if the plastic has to be replaced frequently, it cannot be considered cheap.

Plastic Materials Summary

The following is a summary of some plastics that are being used for greenhouse glazing:

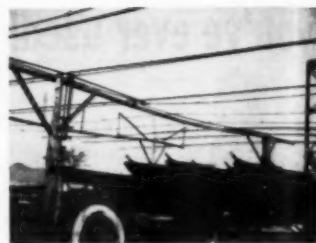
Polyethylene is the cheapest plastic, costing about 2 cents per square foot for 4-mil thickness. Ultraviolet light rays cause polyethylene to disintegrate. A grower can expect about six months' use out of this material before it goes to pieces.

Vinyl plastics have been used to some extent; however, they are not so clear as the milky-white polyethylene. Vinyls will outlast polyethylene by at least six months.

Kodapak II, a product of the Eastman Kodak Co., is a clear plastic transmitting over 90 per cent of the sun's rays. The recommended thickness for glazing purposes is 10 mil.

Weatherable Mylar, a product of E. I. du Pont de Nemours & Co., Inc., is a nearly clear plastic that

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3,000 to 18,000.....	(3,000, \$21.75) \$7.25
21,000 to 72,000.....	6.75
75,000 up.....	6.25

Sold in cases of 3,000. Minimum order 3,000, 35 lbs. per case.

3-Inch

Quantity	Per 1000
1,500 to 9,000.....	(1,500, \$19.88) \$13.25
10,500 to 49,000.....	12.25
51,000 up.....	11.00

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looks promising. Plastic houses covered with this material have been up for over two years and show no sign of deterioration.

Fiber glass is another product that has been used in greenhouses. The cost of this material is 50 cents per square foot, considerably higher than the 17 cents per square foot cost of greenhouse glass.

Recommendations

Fans for ventilation are being used by a number of growers in place of side and top vents. These can be connected in such a way as to give automatic control. Fans can also be used in any air-conditioning setup. A number of heaters on the market can be used in plastic greenhouses. One is a unit heater, gas-fired, using butane gas. Another is a perimeter-type heater that uses a blower system.

No difference has been noted in growth of plants in plastic houses and greenhouses, Mr. Rathmell indicated. The only problem that is presented is one of condensation and high humidity, the reason for this being that the plastic house is much tighter than a glass greenhouse. Double glazing of the plastic and the use of fans will help this problem.

For a temporary house, Mr.



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Rathmell said he would use polyethylene and plan to recover it every year. To help cut the cost of covering, he would build the house in panels, which could be stored during the summer or when the house is not in use. The panels would also make it easier in making repairs, he said. For a semipermanent or per-



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manent-type structure he suggested Weatherable Mylar for covering.

Fire Ant Problem

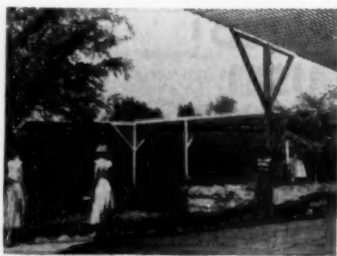
Donald MacCreary, University of Delaware, on the imported fire ant problem, said the pest is not present in Delaware or the neighboring states; in fact, only isolated out-

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breaks are present as far north as North Carolina, Tennessee and Arkansas, and these occurrences are now thought to be eliminated. It is believed the pest was imported in the mid-1920's in the vicinity of Mobile, Ala.

The fire ant has a vicious sting that has a prolonged effect on certain persons. A few people are affected so adversely that desensitization by an allergy specialist may become necessary. The food range of the fire ant varies from succulent plants (it is a particular pest of lawns) to young unprotected birds and animals. In fact, it has been observed to enter and feed on piped eggs of quail.

The mound-building habit of the fire ant interferes with the use of machinery on infested land, and the harvesting of crops by hand becomes a difficult and painful process.

A quarantine is now in effect to prevent spread of the pest northward. Essentially, this will mean that nursery stock, sand, gravel and other materials intimately associated with the soil cannot move out of an infested area until inspected and certified as being free of infestation.

Considerable sums of money have been appropriated by Congress and several of the affected states, and an attempt will be made to eradicate this pest. Dieldrin and heptachlor and possibly certain other materials will be applied to infested areas both by aerial and ground equipment. Survey teams are presently mapping the areas of infestation.

The series of reports on timely topics was concluded with a talk on "Nematode Problems in Nurseries," by Carl Marcus, Buntings' Nurseries, Inc., Selbyville, Del. He reported on the promising outlook for control through the use of materials such as Nemagon, which can be applied to fields containing crops. He showed colored slides of equipment for field treatment for nematodes.

Tree Panel

The concluding feature of the morning program was a panel discussion, moderated by Dr. Dale Bray, of the Bartlett Tree Co., Stamford, Conn., assisted by Jack Kenealy, tree warden of Lower Merion township, Pennsylvania; Nicholas Gerr, of the Schwoebel Nursery, Norristown, Pa.; William Frederick, of the Millcreek Nursery, Newark, Del., and Everitt L. Miller, chief horticulturist of Longwood Gardens, Kennett Square, Pa. The panel discussed the merits of different trees for home and street planting.

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the panel were London plane and Norway maples. Trees especially recommended were Oriental plane; red, sugar and Oriental maples; honey locust selections; Japanese pagoda; Modessa ash and Magnolia acuminata.

Mr. Frederick pointed out the importance of the ornamental value of trees for home planting. In the discussion from the floor, the importance of a wide selection of new, small and medium-size trees for nursery sales in the future was brought out.

Jack Kenealy mentioned the wisdom of interplanting trees of different species along streets and in new developments. The advantages stem from increased interest, lessening of insect and disease problems and avoiding the possibility in the future of completely denuding a street of trees.

The afternoon session featured business management for nurseries. Oakley Frost, of the crop-reporting service of the United States Department of Agriculture, presented information about the new crop-reporting service for production of nursery crops. He told how the information would help to gain a clearer picture of the nursery industry and how the service operates.

Albert Meserve, of the Meserve Tree Co., Danbury, Conn., presented a well-received talk on management of a small business. Mr. Meserve stated that every business needs a good accountant and business consultant—a person who can diagnose the trends in the business as they are occurring and make recommendations. Mr. Meserve said if one wishes to stay healthy, he should see a doctor; to keep his business

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healthy, he should check with his accountant to know just how his business stands from month to month and year to year.

KRUMMEL ANNIVERSARY

The Krummel Nursery, Carthage, Mo., marked its 10th anniversary recently with the completion of a 17½x50-foot greenhouse and an adjoining potting shed. The roof of the greenhouse is lined inside with Polyflex to conserve heat and maintain humidity, and a forced hot-water heating system has been installed, so that the structure can be used as a propagating house. The nursery, with about half of its seven acres of

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JOHN M. HARLOW, Harlow Nurseries, Tucson, Ariz., past president of the Arizona Association of Nurserymen, was recently appointed to the Pima county planning and zoning commission.

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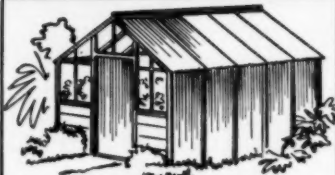
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PLANT PATENTS

The following plant patents were issued recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 1671. Rose plant. Robert V. Lindquist, Hemet, Calif., assignor to Hemet Wholesale, Hemet. A new and distinct variety of rose plant of the hybrid polyantha class, characterized particularly as to novelty by the distinctive and unique color of its new foliage and the distinctive color of its flowers.

No. 1672. Rose plant. Francis Meiland, Cap Azura, Cap d'Antibes, France, assignor to the Conard-Pyle Co., West Grove, Pa. A new and distinct variety of rose plant of the hybrid polyantha class, characterized particularly as to novelty by its compact habit of growth; the perfect form of its double blooms; the good substance and long-lasting qualities of its flower petals and the roseine-purple general color tonality of its blooms, which is well maintained throughout their life.

No. 1673. Rose plant. Francis Meiland, Cap Azura, Cap d'Antibes, France. A new and distinct variety of rose plant of the hybrid polyantha class, characterized particularly as to novelty by its strong and vigorous habit of growth, both outdoors and in the greenhouse; its ability to make satisfactory growth and bloom in the greenhouse during dark, winter weather; its excellent foliage and the better than average resistance thereof to mildew and black spot; the good form of its blooms, which are more double than those of either of its parents; the intense iridescent scarlet general color tonality of its blooms and their greater brightness than those of either parent, and the outstandingly good keeping qualities of the blooms as greenhouse cut flowers.

No. 1674. Nectarine tree. Verna A. Compton, Ivanhoe, Calif. A new and distinct variety of nectarine tree, characterized by marked similarity in the external appearance of its fruit to that of the Le Grand nectarine (plant patent No. 549), from which it is distinguished by firmer flesh, excellent cooking qualities and being freestone when fully ripe. It is further characterized by the similarity in color of its flesh to that of the Elberta peach, from which it is distinguished by its glabrate, brilliantly colored skin.

EXPANSION at the Port Orchard Nursery, Port Orchard, Wash., includes a new 25x75-foot greenhouse and a heating unit, announce Glen and Oleah Greseth, owners.

GROWING evergreens for the wholesale trade, William Ehrlich has started a nursery at 209 North Westgate road, Mount Prospect, Ill., where he also plans to build a garden center.

CONSTRUCTION of Stiles Garden Center will be completed for opening next spring on Highway 150, Oelwein, Ia. Richard H. Stiles will operate the business, with H. Stiles as proprietor.

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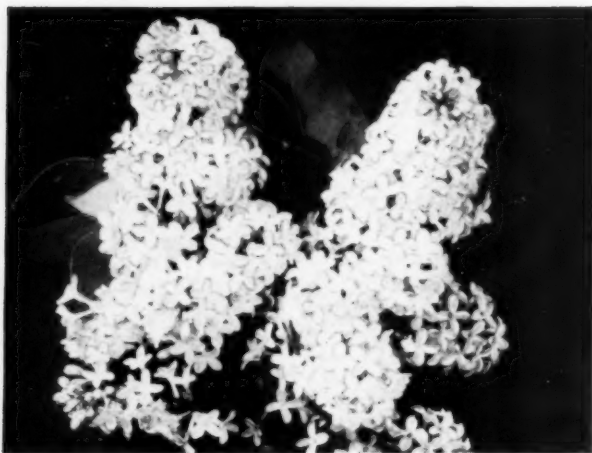
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Berryer - double, clear mauve, 15", 24", 30", 36"
Chas. Joly - double, bright crimson, 10", 12", 15", 18", 24", 30"
Congo - single, deep wine red, 10", 12", 15", 18"
Decaisne - single, clear azure blue, 10", 12", 15", 18"
Ellen Wilmott - white, 24", 36"
Jacques Callot - single, lilac, 18", 24", 30", 36"
Katherine Havemeyer - double, pink, 12"
Lucy Baltet - single, pink, 18", 24"
Ludwig Spaeth - single, purplish red, 12", 15", 18", 24", 30", 36"
Mme. Antoine Buchner - double, pink, 12"
Mme. Florent Stepmann - single, pure white, 15", 18", 24", 30"
Marechal Lannes - double, violet blue, 12", 15", 18"
President Carnot - double, rosy lavender, 18", 24", 30"
President Grevy - double, soft blue, 18", 24", 30", 36"
President Lincoln - single, soft blue, 10", 12", 15", 18"
Pres. Theo. Roosevelt - single red, 15", 18", 24", 30", 36"
Thomas Jefferson - violet, lilac, 18", 24"
Thunberg - double, mauve-purple, 18", 24", 30"

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Hopa - rose, 2', 3', 4', 5'
Prunifolia Xanthocarpa - pink, 18", 2'
Purpurea Eleyi - purplish red, 2'
Ringo - pink, 18", 2'
Sargenti - white, 12", 15"
Zumi Calocarpa - white, 15"

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Size	Stock
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15"	xx fld.
18"	xx fld.
2'	xx fld.
3'	xx fld.
4'	xx fld.
5'	xx fld.

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